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International Commerce

March 10, 1969

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International Trade Winds

Company News

COMMUNICATIONS—ITT World Communications, a subsidiary of International Telephone and Telegraph Corp., New York, has announced the opening of a direct combined satellite and cable communications link between the United States and the Republic of South Africa. The United States link coincides with the inauguration of a new South Africa to Europe coaxial cable system. Fully automatic telex service will be available via the Intelsat III Atlantic satellite to Lisbon, Portugal, and by cable from Lisbon to Cape Town, South Africa.

DATA PROCESSING—The Burroughs Corp., Detroit, has announced a major realignment of its manufacturing and engineering operations to establish a new operating unit, the Components Group. The new branch will have responsibility for design and manufacture of components, sub-assemblies, and subsystems for use with Burroughs computer systems both here and abroad. The new group will include plants in this country and in Brazil and Mexico, with further expansion planned to other countries.

CONSTRUCTION ENGINEERING—M. W. Kellogg Co., New York, and Swindell-Dressler Co., Pittsburgh, both divisions of Pullman, Inc., Chicago, have joined forces to form a new Mexican engineering and construction firm serving Latin American industry. The new organization, called ETA Kellogg-Swindell Dressler, will have its headquarters in Mexico City. Plans call for the number of technical and support personnel for the new venture to number about 60 by the end of this year, with triple that number by the end of 1970.

INDUSTRIAL FURNACES—The Rust Furnace Co., Pittsburgh, a division of Litton Industries, has received an order from Altos Hornos de Mexico, Monclova, Mexico, for a walking beam furnace. The new installation will heat blooms to supply a new structural mill at Altos Hornos. Rust's contract includes engineering and design, as well as supply of some materials. Construction is being done by Painco-Rust, Rust's engineering subsidiary located in Mexico City.

Newsletter

Five shows in a row with off-floor sales topping $100,000 and 12-month projections over $1,000,000. That's the word from the Frankfurt U.S. Trade Center at the close of the Graphic Arts Equipment exhibition in late February. At this show one new-to-market company reported larger prospects for its products in Europe than in the U.S. A seminar that was scheduled for one day during the show drew 130 persons.

As the doors closed Feb. 22 on the PURAQUA exhibition in Rome, participants submitted a total of $28 million in estimated sales over the next year as a result of the show. Reports by several exhibitors still totting their orders will swell that figure. A further note: sales estimates for 12 months only were asked of the PURAQUA exhibitors, in accord with established Commerce practice. Many exhibitors in submitting them commented that longer-range projections are more appropriate in this field of engineered water purification and desalination equipment. Thus the realistic total of resultant sales should be substantially higher than $28 million.

W-A-T-E-R also spelled success at the U.S. Exhibition at Oceanology International '69 at Brighton, England, where 35 exhibitors wrote $1,108,000 worth of orders on the spot and predict sales $17,874,000 over the next year. A remarkable total of 1,500 professionals attended the symposia at the exhibition, and 5,000 trade visitors came to the various displays.

On the right sales track in Brazil were the members of a U.S. Railroad Executives Trade Mission. The group visited a line in the State of Sao Paulo in 1967 to make recommendations on the rehabilitation of rolling stock. Now the Sao Paulo officials have placed a $3 million order with General Motors for locomotive overhaul. Export-Import Bank has approved guarantee financing of the order.

An address to note is 123 Avenue de Neuilly in Paris, site of the 7th overseas U.S. Trade Center, due to open later this year. The two-level center will have offices on the ground floor, and an exhibit area, lounge, conference room and library on a lower level. First show, on laser equipment, will be in November. Details were in last week's INTERNATIONAL COMMERCE.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

The semiannual Checklist of International Business Publications provides a ready reference to the broad variety of world trade information offered by the Commerce Department's Bureau of International Commerce. The current Checklist, which appears on pages 23-42 of this issue, presents an expanded Country List—now covering not only individual titles in the Overseas Business Reports series, but all other publications available, under each country entry. An order form is included.

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U.S. share of world manufactures market maintaining high level, latest quarterly report shows

July-September exports advanced 9% to $6.3 billion, but our position strengthened in only one major category

During the third quarter of 1968, the United States came close to maintaining the high share of the world manufactures market reached the preceding three months. Expanding vigorously, our exports grew at a rate only slightly lower than the pace set by our competitors in sales to destinations outside this country.

On the other hand, our share through September improved to 23.7%, six-tenths of a percentage point greater than in the first nine months of 1967. This gain resulted largely from stronger sales of transport equipment—notably automobiles to Canada, and commercial aircraft—and from increased deliveries of chemicals.

Rising for the fifth consecutive quarter, U.S. manufactured exports advanced by 9% to a new high of $6.3 billion (seasonally adjusted) in July-September 1968. Part of the advance stemmed from a speed-up in shipments in anticipation of a longshoremen's strike after Sept. 30 at East and Gulf Coast ports. Recovering from a downturn in the June quarter, deliveries to third markets by other leading industrial nations were boosted by 10% to $20 billion, also a record level.

All major categories of U.S. manufactures participated in the export gain but our trading position was strengthened only in the miscellaneous "other manufactures" group. The United States showed small share losses in chemicals, nonelectric and electric machinery, and transport equipment.

"Other manufactures" strong

U.S. exports of "other manufactures" climbed nearly 13% to more than $1.6 billion (seasonally adjusted), stimulated by increased deliveries of paper products, copper, and iron and steel-mill products. This growth in overseas sales brought our share to 15.6%, the highest level since the first quarter of 1966. For the first nine months of 1968, however, our standing was marginally lower than in the corresponding period of the preceding year.

Also topping the second quarter value by 13%, shipments of chemicals climbed to $916 million. The resulting gain of $100 million was the largest quarter-to-quarter rise since the strike-affected June quarter of 1965. Mainly responsible for the increase were growing deliveries of plastics, organic chemicals, and manufactured fertilizers. Despite the jump in chemical exports, our share of the world market receded by three-tenths of a percentage point to 25.0%. Next to the June quarter, however, this was the highest level in over two years.

Boosted by strong demand for our computers and construction machinery, exports of nonelectric machinery advanced at a faster pace than in April-June. The $134 million sales increase to $1.7 billion, however, was insufficient to prevent a slight weakening in our relative standing to 30.4%.

A similar pattern was noted in our foreign sales of electric machinery. Even though U.S. exports rose by nearly 8½% to $618 million, the world market expanded by more than a tenth. Thus, our share of this commodity group was reduced by four-tenths of a point to 25.9%. Reflecting the strong improvement in the June quarter, the nine-month share was marginally higher than in the same period of 1967.

U.S. deliveries of transport equipment moved up moderately in the September quarter but, as in chemicals and machinery, the growth of world exports was more rapid. Despite the record export level of $1.5 billion, our share dropped by nearly half a point to 34.5%. For the first three quarters, however, our position in transport equipment was the strongest in five years.

Secretary reviews trade policies

U.S. export expansion plans and goals, trade policies that meet the challenge of rising imports, and the future of the controls on overseas investment were discussed by Secretary of Commerce Maurice H. Stans before the Joint Economic Committee of Congress.

He related all of his remarks to the national balance-of-payments situation, in which he foresees a modest improvement for 1969 in the trade balance, but a probable deficit in the overall computation.

He referred briefly to a five-year export expansion plan developed by Commerce Department officials, and then said he is studying recommendations on trade promotion, financing, including tax and transport incentives, made by the National Export Expansion Council last December. He told the committee of a $50 billion export goal for 1973 set last month by the Cabinet Committee on Export Expansion that he heads.

SECRETARY STANS

Turning to general trade policy, he quoted President Nixon's comment last month that U.S. and world interests "will be best served by moving toward freer trade rather than protection." But the Secretary acknowledged that some U.S. industries had been severely challenged by competition from abroad that brought a 40% rise in consumer goods imports in the past year. Adjustment assistance to injured firms should be made more effective through amended legislation, he suggested. Problems of industries such as textiles and steel seeking import relief will require recognition that "trade is a cooperative process as well as a competitive process," he said. Above all, he urged, the U.S. should fight foreign as well as domestic tendencies to restrictionism.

On the question of foreign direct investment controls, Secretary Stans looked for a "steady phasing out" of these measures, which he described as stop-gap in nature. But he counseled that "abrupt removal of the controls could be severely disturbing both at home and abroad and would involve too big a risk."

Only France and Germany, of our five leading competitors, expanded their shipments of manufactures to markets outside the United States faster than the world average. The 40% increase in France's third quarter exports essentially represented a recovery of the losses due to the civil disturbances in May and June. By improving its position in all major categories, especially transport equipment, nonelectric machinery, and "other manufacturers," the country more than regained its second quarter share shrinkage.

Following declines in the March and June quarters, Germany enlarged its share of world manufactured exports during the three months ending September 1968. Improvement in its relative standing was attributable to gains in transport equipment, other manufactures, and nonelectric machinery.

U.K. deliveries of manufactures abroad recovered from their decrease in April-June with a 7% increase to $2.8 billion. Britain, nevertheless, recorded a minor share decline for the second consecutive quarter. As a result, its position in the first nine months of 1968 stood 1.2 points lower than in the preceding January-September.

During the third quarter, exports of manufactures from Japan and Italy were stagnant. As a consequence, both countries failed to hold their second quarter positions. Except for Japan's improvement in chemicals, the standing of the two nations weakened in all principal categories of manufactures. Through September, however, the world market share of both countries was moderately higher than in the corresponding period of 1967.

Data on the U.S. share of world exports of manufactured goods are reported quarterly in INTERNATIONAL COMMERCE. *The previous report appeared in the issue of Dec. 2, 1968. Information on the third quarter of last year is presented in the accompanying article, which was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

The statistics differ from those used in previous reports in this series because, for the first time, they are seasonally adjusted. To obtain adjusted quarterly figures for the years 1958-65, write: BIC-894, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. export and import totals for the month of January are reported on page 8.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets[1])
All manufactures		
1966 1st quarter	4,725	23.0
2nd	4,654	22.6
3rd	4,793	22.7
4th	4,982	22.6
1967 1st	5,270	23.4
2nd	5,157	22.5
3rd	5,171	23.4
4th	5,232	23.4
1968 1st	5,496	22.8
2nd	5,814	24.2
3rd	6,336	24.1
Chemicals		
1966 1st quarter	654	25.1
2nd	664	25.0
3rd	677	24.3
4th	677	23.8
1967 1st	715	24.2
2nd	700	23.6
3rd	684	23.6
4th	716	23.8
1968 1st	755	23.6
2nd	814	25.3
3rd	916	25.0
Nonelectric machinery		
1966 1st quarter	1,354	30.3
2nd	1,343	30.0
3rd	1,401	30.1
4th	1,453	30.0
1967 1st	1,520	30.8
2nd	1,485	29.8
3rd	1,477	30.3
4th	1,490	30.1
1968 1st	1,483	28.7
2nd	1,558	30.8
3rd	1,692	30.4

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets[1])
Electric machinery		
1966 1st quarter	452	24.8
2nd	467	25.2
3rd	489	25.5
4th	493	25.1
1967 1st	523	25.7
2nd	528	25.6
3rd	537	26.6
4th	518	25.4
1968 1st	532	24.5
2nd	570	26.3
3rd	618	25.9
Transport equipment		
1966 1st quarter	942	29.9
2nd	876	28.2
3rd	881	28.5
4th	1,014	28.3
1967 1st	1,107	31.5
2nd	1,091	30.3
3rd	1,136	31.6
4th	1,191	33.8
1968 1st	1,418	34.6
2nd	1,436	34.9
3rd	1,483	34.5
Other manufactures		
1966 1st quarter	1,323	15.6
2nd	1,304	15.3
3rd	1,345	15.5
4th	1,345	15.3
1967 1st	1,405	15.4
2nd	1,353	14.5
3rd	1,337	15.3
4th	1,317	14.8
1968 1st	1,308	13.8
2nd	1,436	15.3
3rd	1,627	15.6

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, metals, textiles, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war and ammunition.

[1] World exports are defined as exports from the 14 major industrial countries. These nations, which account for approximately 78% of world exports of manufactures to foreign markets, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

Philippines add to curbs

Moves toward climate of restrictionism could have strong impact on trade with U.S.

By MAURICE KOGON
Far Eastern Division, BIC

The Philippines appears to be moving toward a new era of import restrictionism which could have a significant adverse effect on important U.S. exports to that country.

In addition to the various credit and exchange restrictions on imports adopted in 1967 and 1968, the Philippine Government has recently taken action or made proposals to institute quantitative import controls and raise tariffs on a number of products of particular interest to U.S. exporters.

These new measures and proposals are designed to protect domestic industries and preserve foreign exchange in the face of a continuing serious balance of payments problem.

In June 1967, the first of a series of credit and exchange restrictions was imposed to lessen the drain on foreign exchange reserves. Central Bank Circular 243 of that month required nearly all imports valued above $100 to be covered by letters of credit (L/C's).

An advance import deposit requirement was also put into effect at the same time. Currently, advance deposits are required for all imports covered by L/C's, with certain exceptions. The deposits are made when the L/C is opened, and are held in non-interest-bearing peso accounts for 120 days. The amount of deposit is geared to the "essentiality" of the import and ranges from 25% of the value of "essential" producer goods to 175% for "non-essential" items. (INTERNATIONAL COMMERCE, Nov. 4, 1968, p. 31).

An additional credit restraint on imports was imposed under Central Bank Circular 265 of October 1968. It established a ceiling on the total value of L/C's which issuing commercial banks could have outstanding at any given time, using the October level as the upper limit. In effect, this requirement imposed an absolute limit on the amount of foreign exchange that could be made available for imports.

Prior to these actions, the Philippines had relied mainly on protective tariffs to discourage imports. The Government generally avoided quantitative controls and other restrictive devices, except to limit imports of leaf tobacco, used clothing and textile remnants. However, the control on leaf tobacco (1964), the ban on used clothing (1966) and the use of high fixed values for remnants (1966) virtually eliminated traditional U.S. exports of those items to the Philippines.

More stringent controls

While the move toward credit and exchange controls in 1967 and 1968 added a new dimension to Philippine import policy, the impact on total imports and imports from the United States was not substantial. The Government therefore decided that more stringent controls would be necessary to protect domestic industries and conserve foreign exchange. In January, the Central Bank directed all commercial banks to suspend until further notice the opening of L/C's for imports of fully-assembled-and completely-knocked-down (CKD) automobiles and textile remnants and piece goods.

Since L/C's are required for all imports, the suspensions were tantamount to a ban on imports of the items affected. U.S. exports of these items to the Philippines were valued at $15.3 million in 1968. In February, the L/C suspension was lifted for CKD automobiles, but not until the auto-assembly industry had agreed to cut 1969 imports to 50% of the 1968 level.

Late in 1968, a new law was enacted which gives the Philippine President authority to establish import quotas to protect domestic industries (INTERNATIONAL COMMERCE, Feb. 17). Regulations to implement this law are being drafted.

In a related development, Philippine President Marcos recommended a ban on non-essential imports in his State of the Nation Address in January. Proposed legislation to the same effect was also introduced in the Philippine Congress in December by the Speaker of the House.

This proposed bill (H.B. 17980) would ban imports of "non-essential consumer and producer goods" in order to preserve foreign exchange. The draft bill defines non-essential consumer goods as "commodities which are considered as requirements of consumers of more than average means whose income exceeds 300 pesos ($77) a month per family and who can generally afford to consume such goods as are considered luxuries." Excluded from this category are basic necessities for food, clothing, shelter, health and education. Non-essential producer goods are defined as "goods used in the production of non-essential commodities and services."

If the categories of non-essential consumer and producer goods now being used for advance import deposit purposes are also used to administer this proposed law, the potential impact on U.S. exports would be great. U.S. exports of so-called non-essential consumer and producer goods to the Philippines were valued at $80 million in 1968.

As part of the overall trend toward import restrictionism, tariff rates are also coming under intensive review. Duties on crude petroleum and light, medium and heavy oils were raised in February under Executive Order 166. Tariffs on wheat flour, malt, hops and coconut-derivative plasticizers were also reportedly increased. U.S. exports of the petroleum and other items were valued at $4.7 million in 1968.

Tariff may be raised

Further upward tariff adjustments are under consideration for another 80 products, including grapes, apples, beverage concentrates, refractory bricks, electrical conduit tubing, various medicinals and pharmaceuticals, and motor vehicle parts, among those of particular interest to U.S. exporters. U.S. sales of these items to the Philippines amounted to nearly $20 million in 1968.

The Philippines and the United States have long had a special trade relationship, as exemplified by mutual tariff preferences provided for in the Laurel-Langley Agreement. The Philippines currently ranks as the fourth largest market for U.S. exports in the Far East, while the United States is by far the major consumer of Philippine exports. In 1968, two-way trade was evenly balanced, with U.S. exports of $436 million and imports of $435 million.

Roughly 68% of total U.S. exports to the Philippines in 1968 comprised nonelectric and electrical machinery, transport equipment, industrial chemicals and explosives, textile piece goods, raw cotton, wheat, paper and paperboard, base metals and mineral fuels and lubricants.

Commerce, Customs offer hints for goods with re-entry problem

Knowledge of Customs procedures can save exporters needless delay and expense on products returned for repair, alteration

Commerce trade specialists in conjunction with Customs Bureau personnel have drawn up some helpful hints for American exporters who sometimes run into customs difficulties when their goods are returned to this country for repair, alteration or other modification. These suggestions were drawn up in response to complaints from U.S. businessmen about needless delays and additional costs involved in clearing returned merchandise.

In most cases, these complaints come from small and medium size companies which are not able to maintain overseas facilities for servicing machinery, scientific instruments and other products. The problems usually occur due to misunderstanding or lack of knowledge of customs procedures. Because their business is mainly concerned with domestic or export trade, many firms generally are unfamiliar with import procedures for returned American merchandise.

Many exporters believe that equipment marked to distinguish that it is American-made ("Made in U.S.A.", "Brooklyn, New York", and similar statements) is all that is required. While such marking would show that the goods had originally been made in this country, it is not a substitute for the documents that are required to clear the merchandise through customs. For one thing, such markings do not prove either that the goods were exported without benefit of drawback nor that they haven't been changed in some manner in another country.

Some exporters have filed Customs Registration Form (4455) at the port of exportation, and this form could be an aid when the goods are returned. However, this procedure is not recommended by customs, and the form is not required upon the re-entry of merchandise.

Difficulties in identifying goods as having been made in the United States, when they are being returned for repairs or alterations, can be avoided by importing them under bond for later exportation.

Upon return

If the value of the equipment is over $500, the firm entering the returned merchandise is required to complete the following forms and present them to Customs: The usual entry document (Form 7501) plus supporting documents; Form 3311, Declaration of Free Entry of Returned American Products (top half) and Certificate of Exportation (bottom half); and a Foreign Shipper's Declaration.

Presentation of a Foreign Shipper's Declaration and the bottom half of Form 3311 may be waived by Customs upon presentation of a copy of Form 4455, the Registration Form, previously filed at the time of exportation.

Smaller value shipments

When the value of the equipment is between $250 and $500 the firm must complete and present to Customs: The usual entry document (Form 7501) plus supporting documents; and Form 3311 (top and bottom halves). The Foreign Shipper's Declaration is not required.

Completion of the bottom half of Form 3311 also may be waived in this case by Customs upon presentation of a copy of Form 4455, the Registration Form, previously filed at the time of exportation.

Where the value of the equipment is $250 or less, Form 3311 (top and bottom halves) is all that need be completed, unless the Customs officer requires a formal entry (Form 7501 plus supporting documents). On mail shipments valued under $250, both forms may be waived by Customs.

Proof of export

If the manufacturer or exporter did not file a Customs Registration Form (4455), he may be asked to provide proof of exportation upon return of the goods to the United States. Proof of exportation would be in the form of some other documents such as an ocean bill of lading, air waybill, or export declaration.

When proof of export is lacking, the firm entering the equipment can avoid delay by posting a bond for missing documents and furnishing them at a later date (within three months).

For further assistance in facilitating the re-entry of American goods, exporters should contact their customs broker or the Bureau of Customs in their port city.

Value of shipment	Forms Required [1]			
	Form 7501	Form 3311 Top	Form 3311 Bottom	Foreign Shipper's Declaration
Over $500	Yes	Yes	Yes[2]	Yes[2]
Over $250 Not over $500	Yes	Yes	Yes[2]	
Not over $250	Yes[2]	Yes	Yes	

[1] Customs may require further information if there is reason to believe that the equipment is not of U.S. origin, or was improved in condition overseas, or was exported originally with the benefit of drawback.

[2] May be waived by Customs under certain conditions.

China Air Lines to buy two U.S. jets with loan

The Export-Import Bank has authorized its fourth credit in favor of China Air Lines, the international flag carrier of the Republic of China (Taiwan), for the purchase of American aircraft. The new credit is for $7.2 million and will be used to help finance the purchase of two Boeing 707-320C jet aircraft with related spare parts and services. The contract value of the transaction is $20,500,000.

Delivery of the aircraft is scheduled for late 1969, when China Air Lines plans to enter the trans-Pacific market.

China Air Lines will make a cash payment of $4.1 million and The Boeing Company will participate in the credit to the extent of $2,050,000, repayable in 14 semiannual installments. The Eximbank credit is to be repaid in seven semiannual installments beginning in 1973. A commercial bank credit equal to Eximbank's is to be repaid in seven semiannual installments beginning in 1970.

Eximbank's first credit to China Air Lines was authorized in 1966 and was for $4.7 million to help finance a Boeing 727 jet airliner. In 1967 a second Eximbank credit, for $4.3 million, financed the sale of China Air Lines' second 727. In 1968 Eximbank advanced $2.3 million for the Chinese carrier's third 727. Repayments on these credits have been met when due.

Congress gets more quota bills; new import investigations set

Commerce trade policy staff members observe national, State, GATT developments touching international commerce

The following is the second in a series of regular reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division. The first report was published Feb. 10.

Legislation: New Bills—Sixty tariff and trade bills were introduced in Congress during the month of February, swelling the total now pending in the 91st Congress to more than 270 (250 in the House; 20 in the Senate). Most numerous are the proposals to establish import quotas on various product groups, including steel, dairy products, and textiles.

Legislation to limit steel imports was introduced by Senator Vance Hartke of Indiana. It would provide a greater degree of protection than the voluntary commitments recently undertaken by steel producers in Japan and the European Coal and Steel Community. The bill (S. 1164) is co-sponsored by 32 other Senators and is identical to the bill introduced by Senator Hartke in the 90th Congress. About 35 similar or identical measures already are pending in the House.

The overall level of restraint anticipated under the voluntary commitments is 14 million tons in 1969, 14.7 million tons in 1970, and 15.4 million tons in 1971. The 1969 figure, according to Senator Hartke, represents 13% of domestic shipments. The proposed legislation is designed to limit imports to roughly 10% of recent U.S. consumption.

(Earlier in February, in a related development, the Independent Wire Drawers Association, representing some 40 small fabricators of steel wire, requested the assistance of the State Department to obtain an increase in the quantity of hot rolled rods which could be shipped to the United States under the voluntary restraint agreements of the European and Japanese producers.)

Also introduced in February was the bill forwarded to Congress in January by former President Johnson to set up a 55% rate of duty on certain wool blends. The bill, H.R. 5834, would apply to fabrics in chief weight, but not in chief value, of wool and in part of reprocessed or reused wool. Events leading to this proposal were reported in our previous roundup article.

Other bills introduced during the month include import quota proposals for dress gloves, baseball gloves, footwear, glycine, and another orderly trade bill for manufactured products.

Legislation: EEC Tax on Oilseed Products—On Feb. 18 the House Agriculture Committee unanimously adopted a Committee resolution supporting House Concurrent Resolution 91 which expresses Congressional opposition to the consumption taxes on oilseed products proposed by the European Economic Community. The resolution had been referred to the Ways and Means Committee, which is responsible for reporting it to the House, but is of particular interest to the Agriculture Committee.

Hearing: "Endangered" Fish and Wildlife—A House Subcommittee held public hearings Feb. 19 and 20 on a conservation measure to prevent the importation of endangered species of fish and wildlife and the interstate shipment of such species taken contrary to State law. Under the proposed legislation, the Secretary of the Interior would make determinations of the species threatened with worldwide extinction, based on the best scientific data available and after consultation with the foreign countries in which such fish or wildlife are normally found, and with interested persons, organizations and Government agencies. While several bills on the subject are pending before the House Committee on Merchant Marine and Fisheries, most of the testimony was addressed to H.R. 4812, a bill introduced for the Administration by Chairman Edward Garmatz of Maryland. This bill was patterned after a similar bill reported last October by the Senate Committee on Commerce.

Those testifying before the Fish and Wildlife Subcommittee included Under Secretary Russell Train of the Interior Department, and representatives of the Tanners Council of America, the National Audubon Society, the Louisiana Wildlife and Fisheries Commission and National Association of Importers and Exporters of Hides and Skins. Although some 100 changes were suggested, all of the witnesses favored the bill in principle.

Consideration of the legislation by the full Committee is expected by mid-March.

Arkansas: Buy American Regulation—The Arkansas State Highway Commission has adopted Minute Order 69-14, rescinding a 1958 Order which prohibited the Arkansas Highway Department from using materials produced by manufacturers outside the continental limits of the United States, its territories or possessions. The Order, adopted on Jan. 29, states that the financial interests of Arkansas can best be served by allowing the use of all materials that meet specifications. It notes that the majority of other States permit use of materials of foreign origin.

Tariff Commission Investigation: Canned Sardines—The Tariff Commission has instituted an investigation under section 301(b)(1) of the Trade Expansion Act of 1962 to determine whether canned sardines are being imported in increased quantities as a result in major part of trade concessions and whether such increased imports are causing or threatening serious injury to domestic industry producing like or directly competitive products. The investigation is in response to a petition filed by the Marine Sardine Packers Association on Jan. 28.

Imports of canned sardines in 1968 amounted to about $18.8 million; U.S. production, mostly in Maine, was valued at about $14 million.

The Commission is to report its findings to the President not later than six months from the date on which the petition was filed. To date, no industry has met the criteria for tariff adjustment or other assistance under the Trade Expansion Act of 1962.

A public hearing is scheduled to begin on Apr. 29 at the Tariff Commission Building in Washington, D.C.

Tariff Commission: Trade Summary on Pyrotechnics, Miscellaneous Products—The Tariff Commission has released the sixth of eight volumes to be published on the products covered by Schedule 7 of the Tariff Schedules of the United States. The most recent volume includes import, export, consumption, production and tariff data for matches and pyrotechnics, articles of gelatin, glue, gut, wax, shell, and nonenumerated products. Summaries are available for public use at the 42 Department of Commerce Field Of-

fices and at certain public and university libraries in larger cities.

Office of Emergency Preparedness: Investigation of Ball Bearing Imports—The Office of Emergency Preparedness is undertaking an investigation of imports of miniature and precision instrument ball bearings. The investigation is in response to a complaint filed by the Anti-Friction Bearing Manufacturers Association claiming that imports are threatening to impair the national security by undermining U.S. production capability. The OEP will report its finding to the President who, if a threat to national security is found, may order import quotas.

Comments or data pertaining to this investigation may be sent to the Office of Emergency Preparedness, 604 17th Street, N.W., Washington, D.C. 20006. No formal hearings are planned.

Agriculture Department: New Export Marketing Service—An export marketing service will be established soon to promote U.S. agricultural exports. The new agency is part of several reorganizational changes announced by Secretary of Agriculture Clifford M. Hardin. The changes are scheduled for implementation shortly after Mar. 14.

The Export Marketing Service, to be headed by a General Sales Manager, will have the principal responsibility for recommending policies and programs to maximize exports of farm commodities with particular emphasis on exports for dollars. The realignment of export action functions into one agency in the Department is expected to help meet competition from other exporting nations in world markets.

Secretary Hardin also announced plans to transfer the functions of the International Agricultural Development Service to the Foreign Agricultural Service (FAS). The FAS will be the Department's agency primarily concerned with coordination of foreign trade matters, foreign aid, and other government-to-government issues.

Both FAS and the Export Marketing Service will report to the Secretary through the Assistant Secretary for International Affairs and Commodity Programs.

Treasury Department: Nickel Granules—As of Feb. 5, nickel granules imported directly or indirectly from the USSR will be detained by Customs until further notice from the Office of Foreign Assets Control. The detention, recently announced by the Treasury Department, results from the belief that the granules may contain nickel of Cuban origin, since they contain small amounts of cobalt, as does all nickel mined in Cuba. Since 1962, a general embargo has been in effect on imports from Cuba.

Bureau of Customs: Color Television Picture Tubes—The Bureau of Customs announced on Feb. 12 its final determination that certain color television picture tubes are not being, nor are likely to be, sold at less that fair value as defined by the Anti-dumping Act of 1921, as amended. The tubes in question were those manufactured by N.V. Philips Gloeilampenfabrieken, Inkoopcentrale, Eindhoven, Netherlands.

Imports of color television picture tubes from the Netherlands amounted to about $18.6 million between Jan. 1, 1967 and Dec. 1, 1968.

Bureau of Customs: Glycine—The Bureau of Customs announced on Feb. 13 a tentative determination that aminoacetic acid (glycine) from West Germany is not being, nor is likely to be, sold at less than fair value within the meaning of the Anti-dumping Act of 1921, as amended. The decision was based on the fact that the only known producer of glycine for export to the United States has discontinued production and has given assurances that no further shipments will be made to the United States.

Bureau of Customs: Tetracycline Products—The U.S. Customs Service announced on Feb. 27 that it has initiated an inquiry into the complaint by Rachelle Laboratories, Inc., Long Beach, Calif., that tetracycline products manufactured by Carlo Erba S.p.A., Milan, Italy, are being sold, or likely to be sold in the United States at less than fair value within the meaning of the Anti-dumping Act.

The investigation involves tetracycline syrup and tetracycline tablets. Imports of the products from Italy during the last four months of 1968 amounted to $50,000 and $850,000 respectively.

GATT Meeting: Non-Tariff Barriers—The GATT Committee on Trade in Industrial Products met during the week of Feb. 24 to continue its preliminary examination of non-tariff barriers begun early in the month. The committee is reviewing complaints on NTBs brought before it by its 32 members with a view to determining the facts and trade effects of each case. To date, the committee has reviewed complaints about subsidies, government procurement practices, state trading, countervailing duties, antidumping measures, and customs valuation problems. Before summer, the committee intends to complete its initial examination of the remaining restrictions which include: consular formalities and customs documentation; health, safety and technical standards; quantitative restrictions and exchange controls; prior deposits, surcharges and taxes; and miscellaneous problems, such as restrictive business practices and advertising and transportation restraints. A discussion of consular formalities, customs documentation and technical standards is scheduled for the next meeting, during the week of Mar. 17.

GATT Meeting: Antidumping Practices—The GATT Committee on Antidumping Practices met in Geneva during the week of Feb. 24 to review actions taken by parties to the International Antidumping Code to insure the conformity of their laws, regulatory and administrative procedures with provisions of the code. Also discussed was the legal applicability of most-favored-nation treatment to GATT members not signatory to the code and whether non-code countries could participate in the work of the committee. The committee will normally meet annually and future meetings will afford parties to the agreement the opportunity of consulting on any matters relating to the administration of national systems as it might affect the operation of the code. The antidumping code was negotiated during the Kennedy Round and has since been implemented by 18 of the world's most important trading countries, including the United States and the European Economic Community.

GATT Meeting: Border Taxes—The most recent in a series of meetings of the GATT Working Party on Border Tax Adjustments took place in Geneva during the week of Feb. 10. At earlier sessions, the working party examined the origin of GATT rules governing border taxes and the various national practices. A detailed review of current national border tax practices was completed at the most recent meeting. The next meeting of the working party, tentatively scheduled for late April, will examine the economic and trade effects of border taxes.

Tanzanian highway financed

In a joint operation, Sweden, the World Bank and the International Development Association (IDA) are lending $30 million to Tanzania for rebuilding 310 miles of the Tanzam Highway. Execution of the project is the responsibility of the Roads and Aerodromes Division of the Ministry of Communications. Consultants will supervise construction which will be carried out by contractors selected on the basis of international competitive bidding.

The highway, presently dirt or gravel for the most part, extends nearly 1,000 miles from Zambia's copperbelt to Dar es Salaam, capital of Tanzania.

Roadbuilders' mission now in South America studying projects

U.S. contractors culling data on 3 nations' planned programs

Already midway on a 16-day business tour in South America, several U.S. contractors are studying roadbuilding opportunities in Brazil, Argentina, and Bolivia.

Comprising the second industry-organized Government-approved trade mission sponsored by the American Road Builders' Association, the group is collecting information on planned highway, airport, and other heavy construction programs. It also is seeking data on prequalification, taxes, licenses, bonds and other requirements of U.S. contractors who wish to do business in each of the three South American countries.

The roadbuilders began their operations in Rio de Janeiro March 3. Moving on to Sao Paulo and to Buenos Aires, the group expects to wind up its activities in La Paz March 19.

The mission's study of future construction projects will be concerned with specifications, contract provisions, methods of financing, and terms of payment.

The members are interested in determining the nature and capacity of the domestic road building industry in each of the three countries. Of primary interest is the experience, capability, equipment inventory, and labor available through local contractors.

In addition to holding interviews with local counterparts, the members are meeting with public officials to provide information on the capabilities and methods of U.S. contractors. They will consult with the local affiliates of the International Road Federation on the benefits of, and the need for, accelerated highway programs in South America.

Director of the mission is Fitzgerald S. Hudson, Collier, Cobb & Associates, Chapel Hill, N.C. Other members are R. B. Barkley, Sanford Construction Co., Sanford, N.C.; R. E. Barnhill, Barnhill Contracting Co., Tarboro, N.C.; Wilson C. Hewitt, Moore Bros. Co., Verona, Va.; John E. Maitland, Maitland Bros., Littlestown, Pa.; H. W. Reece, Reece Construction Co., Inc., Scandia, Kan.; Robert Scaglione, Seaboard Surety Co., New York; and B. Willis Weekes, Dicco, Inc., Bakersfield, Calif. Burton F. Miller, executive vice president of the American Road Builders' Association, is accompanying the mission.

The sponsoring organization is comprised of more than 5,000 professional and commercial members in all facets of road building in the United States.

U.S. foreign trade declined in January

The U.S. merchandise trade surplus for January amounted to $115.6 million, compared with a deficit of $70 million, seasonally adjusted, in December 1968, according to William H. Chartener, the Commerce Department's Assistant Secretary for Economic Affairs.

January exports excluding military grant aid declined 28% to $2,082 million, Census Bureau figures show; imports fell 34% to $1,967 million.

Because of the impact of the dock strike, no general significance can be read into the January trade balance, Chartener points out.

The January figures and the 1968 figure cited above reflect a revision in definition to include exports and imports of silver. This change brings the Census figures closer in concept to those used in the balance-of-payments accounts.

Month-to-month changes in exports and imports often reflect primarily irregular movements; cumulations of data over several months are desirable in identifying underlying trends. Thus, for INTERNATIONAL COMMERCE readers, the Commerce Department's International Trade Analysis Division appraises U.S. foreign trade only on a quarterly basis. The most recent analysis in this quarterly series was presented in the Feb. 24 issue. January data, combined with February and March data, will be analyzed in a May issue.

Cleveland schedules trade workshops

Foreign trade executives of the Cleveland area will conduct an eight-session workshop at Case Western Reserve University beginning March 25. Co-sponsored by the Cleveland Regional Export Expansion Council (REEC), the U.S. Department of Commerce Cleveland Field Office, and the Center for Organization and Professional Development of the Case Western Reserve School of Management, the workshop will concentrate on How To Sell Overseas in the '70s.

Among the topics to be covered in the weekly sessions are: federal government services for selling abroad; the multi-national approach to marketing; distribution; forwarding and documentation; marine insurance; insuring export accounts receivable; financing; overseas business travel; licensing; and the small business approach to exporting.

Among the scheduled speakers are Harry B. Osborn, Jr., vice president of TOCCO Division, Park-Ohio Industries, Inc., and chairman of the Cleveland REEC; John A. Stevenson, of the Commerce Department Field Office; and executives of "E" award winning Consolidated Paint and Varnish Corp. and TRW, Inc.

For further information, write: How to Sell Overseas in the '70s, Center for Organization and Professional Development, School of Management, Case Western Reserve University, Cleveland, Ohio 44106.

Czech housing construction delegation here to study U.S. methods, seek business leads

Czechoslovak officials active in housing construction are visiting the United States this month.

The stated purpose of the visit is to acquaint themselves with U.S. methods and techniques used in prefabricated housing construction. The Czechoslovak officials expressed hope, however, that this trip will not merely result in "study" but will also lead to concrete business transactions.

The delegation includes Ing. Pavel Zibrin, Deputy Minister, and Dr. Vladimir Klein, of the Slovak National Ministry of Building and Technology.

Noting that Slovakia has plenty of wood but is severely short of housing, Dr. Klein said that he hoped to see the early establishment of at least three factories in Slovakia capable of producing up to 2,000 homes apiece per year. He indicated a possibility of purchasing U.S. production licenses, know-how, and perhaps equipment.

The Czechoslovak delegation is sched-

uled to attend the Home Manufacturers Association 26th Annual Convention in Hollywood Beach, Florida, Mar. 9-13. It will spend the rest of its stay in the southeastern United States, visiting a number of firms and plants producing prefabricated equipment, components, and modular homes.

Businessmen join council studying development needs

Organization privately funded to analyze overseas programs

Executives of a dozen corporations have joined some 40 educators and administrators in forming a new private research organization, the Overseas Development Council. Headquartered in Washington, D.C., the Council will analyze methods and means of assisting in the development of countries in Asia, Africa and Latin America.

The Council is entirely privately funded, with contributions from foundations, business enterprises, and individuals. Operating expenditures are budgeted at $500,000 per year for a five-year period.

According to Chairman Eugene R. Black, the Council will focus attention on development problems in the less developed world, and how these problems may be managed with public and private assistance from developed countries. It will engage in study, research, and analysis in an effort to determine which development programs work and which ones do not. It will investigate actions in the fields of trade, investment, and assistance. In the area of education and dissemination, the Council intends to publish research findings; sponsor meetings, seminars, and conferences; and serve as a source for materials on foreign aid and the development process needed by other groups.

In addition to Chairman Black, former president of the World Bank, Council members include vice-chairman Frank Coffin, Circuit Judge of the First Judicial District; Emilio G. Collado, executive vice president and director of Standard Oil Co. of New Jersey; C. Douglas Dillon, president, United States and Foreign Securities Corp., and former Secretary of the Treasury; John M. Fox, chairman, United Fruit Co.; Arthur Goldberg, senior partner, Paul, Weiss, Goldberg, Rifkind, Wharton & Garrison, and former U.S. Ambassador to the United Nations; William R. Hewlett, president, Hewlett-Packard Co.; Donald Hornig, vice president, Eastman Kodak Co.; Tom Killefer, vice president, Chrysler Corp.; William J. Lawless, Jr., South America area general manager, IBM; Hart Perry, executive vice president, IT&T; Rudolph Peterson, president, Bank of America; David Rockefeller, president, The Chase Manhattan Bank; and Charles B. Thornton, chairman of the board, Litton Industries.

FIRST EUROPEAN DISTRIBUTORS' SEMINAR, a prototype for similar training sessions in other parts of the world, was held by the Export Division of Advance Floor Machine Co. in Luebeck, Germany, recently. The Spring Park, Minn., maker of industrial floor maintenance equipment brought together 36 representatives from 13 nations for training that approximates that given domestic distributors on a monthly schedule in the U.S. Simultaneous English-and-German and English-and-French conferences were held, and visual aids had three-language accompaniment. Advance has moved actively into export since 1965.

Firms to bid on Pakistan road construction projects

The Department of Commerce has received a list of 9 prequalified contracting firms from 8 countries, including the United States, that have been approved for bidding on the construction of highway projects in West Pakistan to be financed with a $35 million World Bank loan. (See INTERNATIONAL COMMERCE, Dec. 9, 1968, p. 26.)

Write: Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. (Area Code 202) 967-4466.

U.S. maritime equipment makers will pursue major European buyers at Amsterdam EUROPORT show

November exhibition will give some 50 U.S. firms introduction into $3 billion annual shipmaking market in Western Europe

U.S. makers of shipbuilding, port and marine equipment, reaching for a share of Western Europe's $3 billion-a-year market, will get a big boost this fall from the U.S. Department of Commerce.

The Department's Bureau of International Commerce will stage an exhibition of maritime equipment at EUROPORT '69, Nov. 11-15, in Amsterdam, The Netherlands. This major international fair is permitting national exhibitions for the first time, and some 50 U.S. firms are expected to join in taking advantage of the new sales opportunity.

Shipbuilding boom

There has been a surge in Western European shipbuilding activity in recent months. The closing of the Suez Canal created demand for larger ships that cut unit transportation costs and help recoup some of the added expense of longer voyages between Europe and most parts of Asia. Also, Japanese competitors are so fully booked, and their delivery time so extended, that many buyers are shifting orders to European builders.

As of last October, Western Europe had 51% of the world's total deadweight tonnage for new ships on order or under construction.

Numerous West European ports are being renovated and expanded to handle larger vessels and to speed loading and unloading operations. Rotterdam, Antwerp, Bremen, Hamburg, Liverpool and others have been adding modern facilities, and are expected to continue making heavy investments in advanced equipment.

U.S. shipbuilding and port facility equipment has a reputation for incorporating labor- and time-saving devices. America has shown pronounced leadership in developing refrigerated and other types of cargo-carrying containers, plus equipment for loading and unloading containers.

Market research indicates that the following types of equipment are among those in heavy demand in Western Europe:

► Advanced shipbuilding and shipyard equipment; including materials handling equipment and systems; metal-working machinery; arc welding equipment; welding automatons; computer/plotters for shipbuilding; and repair and maintenance tools and equipment.

► Advanced cargo handling equipment and deck gear, including containers and container-lift systems; hydraulically operated deck equipment; air-conditioning and freezing machinery for ships' cargo systems; and dehumidifiers for dry cargo.

► Shipboard equipment, including on-line computers, for full ship operation; anti-corrosion agents and devices; compressors and specialized pumps; boiler and heat exchanger controls and indicators; medium speed diesel engines; filters; specialized control valves; steam and gas turbines; and water disposal and filtration systems.

► Advanced navigation and communications systems, including radar systems and hardware, precision depth sounders and transit satellite equpiment.

Widespread market development

The U.S. exhibition at Amsterdam will be preceded by an intensive market-development campaign to assure maximum attendance of prospective West European buyers, importers, representatives and licensees at the American section of the fair.

Past Commerce shows have revealed strong overseas demand for U.S. maritime equipment. Thirty-eight U.S. exhibitors at a June 1968 Commerce display of shipyard production and marine equipment in Tokyo registered $82,000 in immediate sales and predicted another $5 million in first year follow-up orders. Thirty-two U.S. manufacturers of shipbuilding and marine equipment at a January 1969 U.S. Trade Center show in Stockholm recorded off-the-floor sales of $82,000 and look for $4.8 million in additional orders over the next 12 months.

U.S. manufacturers of shipbuilding, port and marine equipment interested in the Commerce Department exhibition at Amsterdam in November may obtain further information from the U.S. Department of Commerce (BIC-946), Washington, D.C. 20230 (telephone Area Code 202, 967-4256) or from any of the Department's 42 Field Offices.

Electronics seminar in Paris planned by industry journal

EEE, a leading electronics industry technical journal has announced plans for its first European Seminar, scheduled to take place in Paris, Mar. 31-Apr. 3.

The seminar, which will be planned to appeal to senior engineers, scientists, and engineering management personnel, will have as its main theme "Practical Design with Integrated Circuits and Advanced Measurement Techniques."

Three days of the program are concerned with applying integrated circuits to circuits, systems, and equipment. Numerous speakers will explain the techniques and procedures to use in designing with linear and metal-oxide-semiconductor integrated circuits.

Speakers include officials of such electronics industry leaders as Hewlett-Packard, Raytheon, and Analog Devices.

Registration fee for the seminar series is $275, including text of all technical papers presented, as well as necessary course materials. Registrations will be accepted until Mar. 25.

Further information may be obtained from Mactier Publishing Corp., 820 Second Ave., New York, N.Y. 10017 (telephone Area Code 212, 661-0450).

Exhibition of small aircraft planned for May in Germany

U.S. manufacturers of small airplanes, as well as aircraft accessories and support equipment will have an opportunity to sell their products in the German market at the Seventh Air Market, to be held at Egelsbach, near Frankfurt, on May 15-18.

Sport planes and small executive aircraft will be prominently featured, while a limited space will be reserved for used aircraft. A flying program includes demonstration flights of new aircraft.

Write: Hessiche Flugplatz-G.m.b.H., 605 Offenbach, Geleitstrasze (Kreishaus), Germany.

Transducer exhibit brings London sales

"Our participation has certainly been worthwhile," said Bell & Howell's sales manager of his company's part in the show of transducer instrumentation systems and components at the U.S. Trade Center in London, Feb. 10-14.

Bell & Howell reported being within a week of signing a $340,000 contract with a major British turbine manufacturer for Bell & Howell equipment on display at the Trade Center during the transducer show.

The 25 exhibitors, representing 35 American manufacturers of products in the transducer field, predicted sales of over $1.1 million over the next year as a direct result of contacts made during the London show.

The 1,521 visitors logged entering the show was much better attendance than had been hoped for at such a highly specialized exhibition. Visitors commented favorably on the product mix shown, and exhibitors in turn felt that attendance had included a high proportion of top-level buyers and engineers.

World Automation, a company using the London Trade Center for its first venture into exporting, projected $290,000 in first-year sales, and a company vice president at the show called the results "superb."

Three firms—Analog Devices, Geotech, and Computer Instruments Corp.—all turned in sales forecasts of $100,000 or over.

"A TREMENDOUS SUCCESS," said Gentran president Lewis Duckar (above center) of his company's results. U.K. agent for Computer Instruments Corp. (below) met with many high quality visitors at his booth.

TRANSDUCER EQUIPMENT by Bell & Howell (below left) drew "more good prospects than we have met at any other show," according to the firm's U.K. agent. World Automation (below right) was taking its first step into exporting at the London show, and came away with $290,000 in sales projections.

LOCAL SALESMAN for Eastman Kodak's Italian subsidiary (at right in above left photo) shows platemaking equipment to a group of potential customers for Kodak goods. Mailing, folding, and collating machines by Pitney-Bowes International (above right) were among the displays of 30 firms at the show.

Reprographic sales seen high at Milan

With three reports still to be filed by exhibitors, sales projections by U.S. companies in the show of reprographic, microfilm, and advanced documentation equipment at the U.S. Trade Center in Milan had already reached over $2.1 million for the next twelve-month period.

Trade Center officials counted over 1,100 businessmen from Italy and other countries visiting the displays of 28 exhibitors representing 30 American manufacturers.

Nearly half the firms in the show were either exporting for the first time anywhere or entering the Italian market for the first time. Only one reported failing to meet his prime exhibit objectives.

Exhibitors called the visitors "of exceptionally high quality," and several said that the sales projection figures would prove conservative, since many installations are expected after the first year.

One company, introducing a new product line in Italy, forecast "several million dollars" in sales after the first two years.

Six participants sought agents in Italy, and seven new agreements were finalized during the show. An additional 14 possible agreements are under negotiation.

The single firm seeking a licensee at the show appointed a temporary distributor to handle sales in Italy pending completion of licensing talks.

NCR predicted sales for its new microfilm system of $300,000 over the first year, with an additional $600,000 in the second year following the show.

NEW MICROFILM SYSTEM by NCR (above) is expected to bring $900,000 in sales to firm over next two years. GBC (below) showed a new portable laminating machine through its Italian sales representative.

MARITIME/USA show draws 1,100 visitors

Scandinavian, other buyers bring $4.8 million new sales projection

Over 1,100 potential buyers of U.S. shipbuilding and maritime equipment and supplies came to see the latest U.S. products in the field at the Stockholm Trade Center's show, MARITIME/USA, held Jan. 15-21.

An impressive total of 113 visitors to the exhibition were from outside Sweden. Countries represented on the attendance list included France, Holland, Belgium, and Germany, as well as the other Scandinavian countries.

The 32 U.S. firms and projected 12-month sales of $4.8 million, which indicates that the exhibitors effectively utilized the opportunity to markedly improve America's position as a supplier to this major Nordic industry.

Many visitors were impressed by the number of new-to-market firms and new products in the exhibition. Of the many who had traveled considerable distances to see the show, none said they did not feel the trip was worthwhile.

Cardwell Manufacturing Company, a new-to-export company, participated with the objective of finding new business for their line of cranes, davits and other top deck machinery, incorporating radically new design features. Their projection of $2.5 million in sales over the next year left no doubt that this objective was fully achieved.

Collins Radio Company was in the show for exposure to new business prospects and found them. Mr. C. S. Carney, Director of Maritime Systems Sales, had an interested and receptive audience for his presentation on single side band communications presented as part of the technical clinics program. Projected sales amounted to $75,000.

A. R. White, Maritime Sales Manager for Europe, summed up Collins' reaction as follows: "The contact with a good cross-section of the market—shipbuilders, naval architects and ship owners—enabled us to get much closer to Scandinavian shipping thinking, which will be invaluable in shaping our long range plans for the area".

Of the thirty-two exhibitors, eleven were seeking agents and distributors. Four agents and distributors were appointed and 19 were under negotiation at the close of the show.

U.S. AMBASSADOR TO SWEDEN William Heath (above left) and U.S. Ambassador to Denmark Angier Biddle Duke (above right) discuss Sperry Rand Vickers Division display with company representative.

MARITIME RADIO EQUIPMENT is shown to Swedish buyers (above) by Collins Radio Co. official. Scandinavian shipbuilders were highly interested in Johnson Rubber Co. propeller housing displayed.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Ortho Pharmaceutical Corp., of Raritan, New Jersey, has recently established a subsidiary in **West Germany,** the Ortho Diagnostic G.m.b.H., Cologne. The new company is to sell the parent company's pharmaceuticals on the German market. . . . About $24 million will be spent in modernizing the two international airports in Milan, **Italy**—Malpensa (for intercontinental traffic) and Linate (for European flights). About $18.5 million of this amount is for modernizing the facilities at Malpensa in order to meet the requirements of the larger jets which will be coming into service soon. Expansion and improvements at Linate will account for another $5 to $6 million. Cargo handling at the Milan airports is also to be expanded and improved. Large-scale shipments by sea of Italian equipment for the automobile factory Fiat is building in the Soviet Union have begun. Machine tools, overhead conveyors, lathes and presses, and other equipment for the assembly line of the new factory are being shipped by Fiat and numerous Fiat sub-contractors. . . . **Spain's** Ministry of Industry has announced that under the National Metallurgical Plan, domestic consumption of steel will reach roughly 7.3 million metric tons in 1969, of which about 88% will be ordinary steel; the balance will be specialty steels and extruded shapes. It is estimated that domestic production in 1969 will reach about 6.4 million metric tons, necessitating imports of 900,000 tons.

Finns score strong gains

First trade surplus in ten years, growing industrial diversity bolster confidence

By EDWARD C. HOWATT
U.S. Embassy, Helsinki

Increased exports have brought Finland its first trade surplus in ten years and its domestic economy is becoming stronger and more stable.

Together with Finland's shift toward a more diverse industrial base, these developments will mean larger imports of capital equipment. Although unemployment continues to be a problem, growing prosperity will lead also to more imports of specialty food items and consumer goods. Thus the United States now has an opportunity to change what has become a downward trend not only in its sales to Finland but also in the U.S. share of the market as well.

American sales to Finland topped $100 million in 1965 and the U.S. market share was more than 6%. Increasing European competition, including exports from American subsidiaries, and Finland's economic difficulties during recent years have been primarily responsible for the decline in U.S. exports since then. Preliminary Finnish statistics indicate that U.S. exports to this country dropped to about $72 million in 1968, or some 4½% of Finland's total.

Beginning this May, Finnair, Finland's national airline, will serve New York with American-built and American-powered aircraft. Pan American already flies this route. In only a few years a visitor in Finland will be able to stay at one or more new hotels backed in part with American capital and know-how.

People arriving from the United States will note numerous American brand-name products—from American canned goods, dried fruits, soft drinks, books, magazines, records, TV programs and movies to American household appliances, sewing machines, cameras, office equipment, lamps, towels, cosmetics and soap, gasoline stations, motor vehicles, industrial and construction machinery, and machine tools.

To sell well, cigarettes seem to require names with an American or western connotation, hence such brand names as *Smart, Strong, Boston* and *Montana.* Unlike the United States, most of the barbers are women, but chances are the Finnish customer will sit in an American-made barbers' chair.

Many American products, however, do not come from the United States. Finland, as an associate member of EFTA and a near-neighbor of the EEC, is a good and increasingly valuable customer of American subsidiaries in Europe. The obvious lesson for U.S. manufacturers and exporters is that products which sell at home do not necessarily sell in Finland unless they can be delivered here at competitive prices or unless the quality or service, or both, are exceptional.

Foreign suppliers

Finland's most important suppliers are the Soviet Union, West Germany, Sweden and the United Kingdom. The United States is next, but well back. Japan, here as elsewhere in Europe, is making its trading presence felt, not only with radios and photographic equipment but also with automobiles.

Japan's trading position may be enhanced by a recently announced agreement between Finland and the Soviet Union which permits the shipment of containers by rail to Finland from the Siberian port of Nakhodka, near Vladivostok. Transportation costs are reported to be about the same as by ship, but there should be a considerable saving in time.

In addition to the usual imports of raw materials and fuels from the Soviet Union, purchases of manufactured goods are showing some increase. The Soviet Union is interested in selling natural gas, a nuclear power plant, and electric locomotives to Finland. A significant point for American businessmen is that the Finns are located adjacent to a potential market of more than 225 million people and are experienced in doing business with them. Accordingly, Finland can be an excellent base for American firms considering exports to the USSR.

Commercial developments

Finland's wholesale and retail business is dominated by large cooperative societies and central buying organizations. While these groups do purchase directly, both in Finland and overseas, they generally prefer to buy through local agents. Stockmann's, an independent company and Finland's largest department store, is planning an American food promotion in April.

There are numerous self-service food stores and the concept is spreading to other types of retail establishments as well. Although frozen fruits, vegetables, soup and fish are for sale, there is little freezer space in the homes to store them.

and housewives still put up with small refrigerators and stoves.

Finland is a land of trade associations. Membership lists provide a ready source of potential customers or representatives for specific products. There are many large importers who deal in a wide range of goods from all over the world.

Finland is also a land of large, diversified manufacturing companies. One, for example, builds ships, cranes and hoists, pumps, diesel engines, board and paper mill machinery, boilers, pipes, laundry machines, milking machines, scales, enamelware, and household pottery and glass. Many will be enlarging or modernizing their facilities.

A government-owned iron and steel plant is expanding its rolling mill capacity, and plans are under way for a petrochemical industry which will start with the production of ethylene, high-pressure polythene, and polyvinylchloride. The construction of a joint Swedish-Finnish automobile assembly plant is due to begin later this year.

A recent World Bank loan of $22 million to the Industrialization Fund of Finland will assist its continuing drive toward a more balanced economy and away from over-dependence on its forests and farms. The money is to be used for financing investments by small and medium-size companies. The World Bank is also reported to be considering a road-construction loan to Finland.

Finland's success, following devaluation, in achieving a trade surplus and its rapidly strengthening domestic economy indicate more imports of capital equipment—a field in which the United States has traditionally been strong in this market.

Based on past performance and present opportunity, the following appear to offer the best prospects: advanced metalworking machinery and machine tools, hand tools, printing machinery, paper mill machinery, valves, pumps and centrifuges, excavating and leveling machinery, motor vehicle parts and servicing equipment, tractors, light aircraft and helicopters, internal combustion engines, materials handling equipment, packaging machinery, electrical measuring and control equipment, electrical switchgear, statistical and office machines, synthetic yarn, and chemicals such as polymers, alcohols, inorganic bases, gasoline additives and medicines.

The United States is particularly well equipped to provide package deals such as turn-key factories and other industrial projects. These could combine American engineering and design talent, organizational ability, and specialized machinery and equipment with Finland's ample supply of comparatively low-cost, skilled labor and with basic raw materials and components from its diversified industry.

Many parts of the Finnish economy use people instead of machines. Consequently there should be ample opportunity for labor-saving devices and systems. For example, the street cars are swift and silent, but each employs two people: a driver and a fare-collector, who issues a receipt to each customer. Each night after work women with buckets and mops swarm through stores and offices to clean the floors. Modern equipment could do the job better, and is beginning to be used to a limited extent.

A great many people are hired to remove snow during the winter. With plows and mechanical sweepers and much hand labor, the snow is cleared from sidewalks and gutters and piled up for front-end loaders to scoop into trucks. Helsinki is experimenting with snow melting machines which empty the resulting water into storm sewers. There would also seem to be a place for other specially-designed machinery such as endless-belt snow loaders, and for some system to eliminate the need for men to risk life and limb pushing snow off the overhanging ledges and roofs of city buildings.

Some factories have automated or semi-automated machinery to produce goods quickly and cheaply. They lose time and money, however, with outmoded receiving, handling, storing and shipping systems. Because production runs, for the present at least, are relatively small, factories need sophisticated equipment which can be readily adapted to changing requirements.

The Scandinavian Trade Center at Stockholm, following its Pulp, Paper and Converting Equipment Show in March, is planning Electronics Components, Electro-Optical and Photographic Systems, and Data Processing Equipment and Compact Computers Shows at monthly intervals thereafter. Each show is expected to attract Finnish manufacturers and importers.

An Automotive Maintenance and Service Equipment Trade Mission is scheduled to visit Finland in May, at the same time as the Helsinki International Motor Show. Other trade shows of possible interest to American business visitors to Helsinki will be the Boat and Camping Show in March, an International Agriculture, Forestry and Household Exhibition in April, and the Finnish National Industries Fair in September. The Tampere Trade Fair is to be held in July.

Trade Missions and other business groups and individuals are welcome at any time. The best seasons from a climatic and commercial point of view are the spring or fall.

SELF-SERVICE CONCEPT IS SPREADING in Finland, and the nation's largest department store plans an American food promotion in April. Below, a modern shopping center in downtown Helsinki.

Capital flow aids Canada

Upswing in new investment expected to maintain 4.5% real growth rate

A rise in business investment after two years in the doldrums is expected to help keep the real growth of the Canadian economy in 1969 at the same rate of 4.5% it achieved last year.

The semi-annual Economic Trends Report from the U.S. Embassy in Ottawa says that 1969 business investment is expected to be about C$11 billion, up almost C$1 billion after only a slight rise due to price increases in 1968 and a decline in 1967.

The favorable outlook is based in part on an October survey by the Canadian Department of Trade and Commerce which shows 150 large companies' investment intentions in 1969 up 8% over estimated 1968 outlays. Among the 150 companies, which account for about three-fifths of all non-agricultural business investment, capital spending in manufacturing shows the largest increase, 14% over 1968. Electric power companies plan to invest 11% more than in 1968.

The U.S. Department of Commerce June survey also predicted increased spending in all major industries by Canadian affiliates of U.S. corporations in 1969, after two years of declining investment. One of the major factors encouraging investment in Canada was the 15% rise in corporate profits before taxes to about C$5.7 billion after profits fell in 1966 and 1967. Profits are expected to grow about 10% this year.

Canada's overall trade surplus is expected to fall below C$1 billion from last year's record C$1.2 billion. Canadian officials anticipate that imports will rise faster than exports, which are expected to grow 5-10%. Last year exports jumped 19% to C$13.6 billion while imports gained 13.5% to C$12.3 billion.

Increased trade with the United States accounted for 86 and 74%, respectively, of Canada's overall export and import gains in 1968. While the growth in automotive trade, stimulated by the 1965 Auto Agreement, was the biggest factor in both import and export increases, metals, minerals and consumer products also made strong gains.

During 1969 exports will be boosted by recent price increases for most nonferrous metals, while the pulp and paper industry is expected to expand shipments more rapidly than last year. Steel exports will probably decline. Automotive trade to and from the United States will continue to increase, though perhaps at a slower rate than in 1968. Imports of U.S. industrial machinery and equipment, chemicals, building materials and consumer goods should expand.

In its overall balance of payments, Canada's current account deficit in 1968 was reduced to about half the C$543 million deficit of the previous year. In 1969 the deficit is expected to widen again to about C$750 million, with a smaller trade surplus and increasing payments of interest and dividends.

For the first time in recent years, Canadian governments and corporations borrowed about C$400 million of long-term capital from Europe to supplement traditional borrowings of over C$1 billion from the United States. The same pattern has begun to be repeated in 1969. Canada continues to be exempted from almost all U.S. controls on foreign investment.

Consumer surveys indicate that Canada's consumer began 1969 in a mood of restrained optimism but that presently many consumers consider the worst of the income squeeze may be over and that family finances will now improve. The foregoing general conclusion is based on the findings of a Maclean-Hunter (Toronto) Research Bureau survey for December 1968.

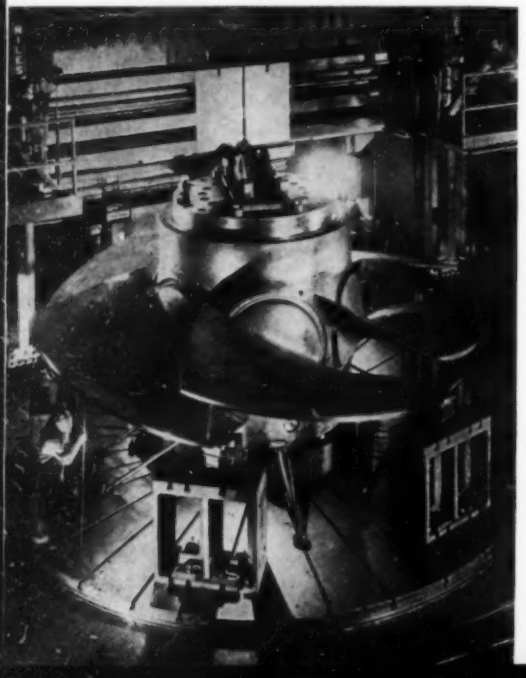
The survey reported that family finances in 1969 are expected to improve in the lower and middle income groups while the 35-55 age groups have the strongest expectation of income improvement. The study states: "Look for more sales action among the less-than-wealthy, and less lavish spending among the better off, more of whom feel themselves less well-to-do than a year ago."

Detailed findings of the study indicated rising sales for new cars in the next six months, but a weakening in demand for used cars. Compacts are expected to sell less than a year ago while demand for intermediates is expected to rise.

Highest since 1965

Nearly 4% of those polled planned to buy a house before mid-year—the highest proportion for a December survey since 1965. This expected demand compares with 2.3% a year earlier. Outlays for home repairs and renovations are expected to be up slightly from a year ago.

The appliance outlook is down from both three months earlier and a year ago. Likely to be down in sales are refrigerators, TV sets, dryers, vacuums, stoves. Up from a year ago are freezers, while the sales outlook for air conditioners, washers and dishwashers has not changed much in the last twelve months. The study comments, however, that the sales out-



CANADA'S TRADE WITH THE U.S. is expected to maintain its dizzying pace, which has seen it double in less than five years. This is one of four propellors for a 150,000 horsepower hydraulic turbine which Allis-Chalmers shipped to Manitoba Hydro's electric generating station north of Winnipeg.

Trade with U.S.

Imports from the United States will continue climbing after a year in which they rose by 14% or C$1.1 billion, to a total of C$9 billion. Exports to the United States are also expected to increase, but probably not by the C$1.9 billion they did in 1968, a remarkable 25% gain. U.S.-Canadian trade will thus continue to rise at the dizzying pace which has seen it double in less than five years. In 1968, for the first time at least since World War II, Canada's trade balance with the United States was in surplus, by C$144 million.

look for some of these items may be better than indicated because more apartments than houses have been built and apartment builders or owners are becoming the big buyers in the appliance market.

Canadian orders for new machine tools are expected to rise sharply in 1969 and approach the record levels of 1966. Buoyed by major spending programs in the automobile industry, bookings in 1969 are expected to close in on the record 1966 mark of C$81 million.

In late 1968 Ford Motor Co. of Canada and Chrysler Canada announced major conversion and expansion programs totaling about C$175 million with machine tools accounting for about 50% of expenditures. Between 40-60% of the orders are expected to be placed in Canada, with the rest going to U.S. manufacturers.

Orders have been placed on the C$10 million, first phase, of Chrysler's program. Ford is reported to have already placed part of its orders, amounting to C$100 million.

Bookings for numerically-controlled machines continue strong. Expectations are that orders by the aerospace industry for these machines will increase by 10% in 1969 while orders from other industries will at least match the 1968 level.

Canadian machine tool people report receiving increased business from subcontractors involved in the aerospace program and, in 1969, hope to increase their business in farm machinery programs, pulp and paper and mining.

An increase in industrial operating capacity is expected to coincide with a hike in inventory building in 1969. Manufacturers' inventories have been relatively flat since mid-1967 and, with sales on the upgrade since last spring, sales-stock ratios have fallen.

U.S. building equipment and materials exporters and architectural and engineering firms should be interested in a current study of the 1969 C$14 billion Canadian construction market, being prepared by the U.S. Embassy. The results of the survey, now nearing completion, will pinpoint specific construction projects across Canada which offer export possibilities for the United States. The results of the study will appear in a forthcoming issue of INTERNATIONAL COMMERCE.

A preview of the 1969 construction market was given in January by Mark Stein, the president of the Canadian Construction Association. The greatest construction growth this year is expected to be in Ontario, Alberta and British Columbia, partly because of industrial expansion, according to Stein. He expects the total dollar value of Canadian construction to be up about 8% to C$13.5 billion in 1969.

INDUSTRIAL CAPACITY SHOULD RISE in Canada this year, helping to satisfy rising sales demand. This International Nickel Co. of Canada operation in Manitoba produces 75 million pounds of nickel a year.

He also expects engineering construction across Canada to increase this year, the big impetus being given by such large projects as Churchill Falls in Labrador and Kettle Rapids in Manitoba.

Institutional construction may be held back by lower government expenditures, according to Stein, while the rate of commercial construction runs the danger of being slowed by the rapidly rising cost of money.

Hire foreign consultants

Canadian Government and business are reported to have spent C$30 million last year for management advice from foreign firms. Buyers of these services include most of the large firms in Canada, and the federal, provincial and local governments. U.S. consulting firms are getting a good share of this rapidly growing business and some of the larger U.S. consulting firms have recently located in Canada. Such U.S. firms as Operations Research Inc., Computer Sciences Canada Ltd., McKinsey & Co., Booz, Allen & Hamilton, and Arthur D. Little are now operating in Ottawa, Toronto, and other Canadian centers.

The most common type of problem now faced by Canadian management—both in business and government—is in the area of computer development and programs. Industrial and business conglomerates are other growing areas for consulting firms. An additional factor in the growth of demand for consulting services is that the professionals who are taking over in many organizations are not as reluctant to call in consultants as were the managers of the old family-directed operations. Smaller firms specializing in specific areas such as retail management, shopping center design, store planning and municipal affairs are also finding opportunities in Canada.

Small and medium-sized U.S. exporters who sell products to supermarkets, hotels, restaurants, bakeries and beverage firms may benefit by selling the Canadian market through food brokers. The rising cost of maintaining a company sales force has led many Canadian and U.S. firms to make increasing use of food brokers as a means of reducing selling costs. Some firms use a combination of food brokers and their own salesmen. For example, food brokers may be used in Ontario and the four western Provinces where chain stores predominate, while in Quebec and the Atlantic Provinces—characterized by the predominance of independent food retailers—company salesmen may be retained.

Food brokers generally handle the products of a number of manufacturers and sell practically everything carried by chain food stores. Food brokers are particularly adapted to serve small firms lacking the financial resources to support selling organizations. Food brokers are also used frequently to test and introduce new products and hence can help small firms

to enter the Canadian market without a large investment in a selling organization. Food brokers are paid on a commission basis.

Canadian farm demand for exports of pest control products is expected to continue rising this year. Good markets are also anticipated for pedigreed wheat seed in the Prairie Provinces, due to the poor germination of the weather-damaged crop, and for alfalfa seed in eastern Canada.

U.S. agricultural exports to Canada which are expected to continue strong are feed corn, soybeans, soybean meal, and top-grade beef. Canada's Kennedy Round concessions are expected to benefit U.S. exports of fresh pork, hops, hay seeds, raisins, canned pineapple, limes, nuts, and citrus fruits and juices.

Consumer spending and total labor income are both expected to rise about 8%, roughly the same as GNP in 1969, and about the same as all three did in 1968. Personal expenditures on durable goods, particularly new cars and appliances for new homes, should be strong again after a year in which the increase in volume was much greater than price increases. Spending on services and non-durables also rose in 1968, mainly because of higher prices.

Housing expenditures are expected to rise in 1969 but by less than the 20% they did in 1968. Much of the increase will come from completion of last year's starts, which totaled 197,000 compared to 167,000 in 1967. A little over 200,000 new starts are anticipated in 1969, with high interest rates restraining a further increase. The buildup of business inventories in 1969 should be about C$500 million, compared to C$300 million in 1968. This itself was up from the 1967 level of C$189 million but low compared to the average of over C$700 million for the three previous years.

The price component of GNP is expected to decline further in 1969, having fallen to 3.5% in 1968 from 4.5 and 3.9% respectively in 1966 and 1967. The Consumer Price Index, however, rose 4.1% in 1968, the largest annual increase since 1951, compared to a 3.5% gain in 1967. Increases last year were mainly in the cost of housing, services, and non-durables, including food and clothing. Durables showed almost no gain in price. The general wholesale index rose 2.6% in 1968, compared to only 2.3% the previous year.

Government leaders have repeatedly warned that inflation is the main threat to continued prosperity. To thwart it the Minister of Finance in October stated his intention to balance the budget in fiscal 1970, after revealing that the budget would be in deficit by C$675 million in fiscal 1969. New tax measures announced by the Minister, notably a 2% surcharge on personal income, are expected to raise revenues by C$845 mililon in fiscal 1970.

Provincial and municipal expenditures on goods and services, which are almost twice those of the Federal Government, are expected to rise even faster, as they have in the past two years. Their rate of increase was less in 1968 than in 1967 and is expected to decline further.

To further combat inflation, the Bank of Canada in December raised its discount rate to 6.5% from 6%, to which it had been lowered only three months previously. Since September, yields on three and six-month Treasury Bills have risen above 6% while the average on long-term government bonds climbed to a record high of over 7%. In January the commercial banks raised their prime rate one quarter of a point to 7%. Along with the general tightening of credit and increase in interest rates, the Bank of Canada also slowed the growth of the Canadian money supply from over 13% in 1968 to less than 1% in the three months ending in January.

The prospect for the rest of 1969 is for continued monetary restraint with some easing possible in the second half if inflationary pressures are reduced and the United States moves in the same direction.

Unemployment is likely to run around 5% in 1969, up slightly from the 4.8% figure for 1968.

THE $C14 BILLION BUILDING INDUSTRY for 1969 is the subject of a special U.S. Embassy report being prepared for U.S. firms. Above, modern buildings dot downtown Halifax, Nova Scotia.

Branches in U.S.

A recent trend expected to take on added momentum over the next few years is the location of branch plants in the United States by medium-sized and growth conscious Canadian firms. New York and other border states have been the main areas of Canadian industrial expansion into the United States. Many of the Canadian firms locating branch plants in the United States are from Ontario.

Canadian firms which have expanded into the United States have generally been those enjoying rising demand from U.S. customers which have found that U.S. markets can be better served and developed by having production and warehouse facilities located nearer their markets. Also, the elimination of customs procedures and the advantages of a U.S. location for firms selling to governmental agencies are cited as factors contributing to decisions to locate new plants in the United States.

Sweden expects '69 highs

Substantial reserves and record sales point to continued strength of economy

By STEPHEN DUNCAN-PETERS
Commercial Attache,
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High gold and foreign exchange reserves and record export sales confirm the continued strength of the Swedish economy. The economic outlook for 1969 remains promising as Sweden's principal trading partners have been expanding their purchases of Swedish products. Domestic developments, including large-scale contemplated governmental investments and an anticipated increase in private investments, support the forecast.

Swedish exports set records in 1968 despite monetary and internal difficulties in some of the nation's more important markets. A general increase of about 7% is anticipated for 1969. Imports also established new records, and the trend is expected to continue through the present year.

U.S. sales to Sweden in 1968 exceeded $441 million by the end of November, a new record. Excellent trade opportunities for American firms exist, if due consideration is accorded Swedish technical requirements and provision is made for local availability of servicing and spare parts.

State of the economy

The Swedish economy survived three major international monetary crises during 1968. Despite the dislocations attending these crises Sweden's gold and foreign exchange reserves remained high, totaling $1.1 billion. This is ample enough to cover about three months' imports. Equally important, Swedish exports attained record levels exceeding $4.5 billion (over SKr 23.3 billion) for the Jan.-Nov. 1968 period. The strength of Sweden's economy was further manifested by the absence of any changes in official rates of exchange or other significant inhibiting measures to restrict imports.

The latest Semi-Annual Economic Trends Report for Sweden, which appeared in the Feb. 10 issue of INTERNATIONAL COMMERCE, provides a current and detailed analysis of the Swedish economy.

The economic outlook for 1969 can be characterized as promising. Swedish banking and government agencies express cautious optimism for the near future while industry and commercial sources, who are less conservative in their predictions, confidently forecast increased productivity, price stability, and a substantial expansion in both exports and imports.

All sources recognize that the domestic economic indicators augur well for 1969. The banking houses and official economists, however, take the foreign factors into consideration and seek to evaluate trends and developments in the major foreign markets of Sweden (the United Kingdom, Western Germany and the United States) which can have an important impact on Sweden's foreign trade.

Special attention is also accorded to internal developments within the neighboring Nordic countries, Norway, Denmark and Finland, all three of which are very important trading partners of Sweden. The growing interdependence of the Nordic countries makes all four of them vulnerable, to a greater or lesser extent, to any weakness in the economy of any other Scandinavian country. Fortunately all four countries appear to be doing well at present, thus justifying the optimism for 1969.

Domestic developments also support the forecast. According to the Institute for Economic Research the real GNP is expected to rise by 4% in 1969. A forceful expansion of central government investments, amounting to perhaps 10%, will create new demands for increased production as well as present new opportunities for enterprising exporters interested in the Swedish market.

New subsidies planned

Major subsidies will be granted for industrial purification purposes. Industry sources estimate that the installation of plant equipment to combat air and water pollution will absorb perhaps $100 million annually in the next two to three years. Other major projects are highway construction, new port facilities (including modern, highly mechanized container terminals in the ports of Stockholm and Halsingborg), and large scale investments in the forestry products industry.

Private investments are expected to rise by about 2.5%. The major increases are expected to take place in the wholesale and retail trade, where they may rise as much as 10%. Home construction is also expected to increase, but at a more modest rate of about 2.5%.

On the other hand government economists were much more cautious regarding industrial investments. It should be stressed, however, that industrial investments generally follow the export trade barometer. The shipbuilding industry, for example, is anticipating a record year and several firms have apparently decided upon substantial investments not originally contemplated.

Furthermore, the local press has reported that a special State Financing Institute for shipyards may invest $120 million annually towards the moderniza-

Specific opportunities

The U.S. Embassy in Stockholm has endeavored to identify product categories that appear to offer the best prospects for American exporters. They are: equipment for the pulp and paper industries, maritime and shipbuilding equipment, office and data processing machinery, institutional catering equipment, medical equipment and surgical instruments, printing and bookbinding equipment, commercial laundry and drycleaning equipment, advanced electronic components, analytical instruments, electronic production and testing equipment, metallurgical machinery, equipment and instruments, aviation traffic control and ancillary products, plant maintenance equipment, apparel fabrics, food processing and packaging equipment, automotive vehicle parts and components, water treatment and air pollution equipment, noise abatement equipment, industrial process controls, business machines and accessories, aircraft, aircraft engines and components, materials handling equipment, electronic and other measuring and control equipment, chemicals for paper, plastic and pharmaceutical industries, industrial tools, heating and cooling equipment, textiles and men's clothing (not knitted), pumps and centrifuges, and photographic film and equipment.

tion and rationalization of Swedish shipyards. This amount may reach a total of $800-$1,000 millions over a period of a few years. The Embassy believes the Swedish shipbuilding industry, now the world's second largest, is determined to exploit its recent successes and will expand its operations substantially over the next few years.

The engineering industry (shipbuilding excluded) may also witness an upward turn in investments, particularly where mechanical engineering is concerned. A high volume of order backlogs, 15% higher than those of the preceding year, may have resulted in substantial losses of new orders and thus uncovered a need for expanded capacity.

Foreign investments in Sweden are also rising. In 1968 the Foreign Exchange Control Office authorized direct foreign investments in Sweden aggregating almost $202 million (SKr 1,039 million). This figure, the largest ever recorded, compares very favorably with the volume of direct foreign investments recorded in 1967, $113.4 million (SKr 584 million). Local banking sources predict a continuation of the trend.

Increased investments also are expected in the chemical, food, rubber, petroleum, tobacco and soft drink industries.

It would be no exaggeration to report that Swedish industry is undergoing a metamorphosis. A large-scale structural rationalization has resulted in about 300 industrial mergers annually over the 1966-68 period. It is also believed that about 200 marginal producers closed down during 1968. This rate of structural rationalization is expected to continue over the next few years.

Swedish foreign trade statistics, covering the Jan.-Nov. 1968 period, heralded record trade levels for the year. Swedish exports totaled SKr 23.3 billion (over $4.5 billion) a substantial increase of about 10% over the corresponding period in the preceding year. Swedish imports were also setting new records as they expanded by 9% to SKr 24.2 billion ($4.7 billion).

Both exports and imports expanded at a higher pace than had been foreseen. The devaluation of the pound in the autumn of 1967 did not produce the dire consequences glumly predicted. Swedish exports to Britain actually increased by 22% whereas imports from Britain, which were expected to rise substantially, fell by 1%. The Danish and Finnish devaluations also failed to inhibit Swedish sales to those nations. Sweden's fears regarding West Germany, the United States and France also proved groundless as exports to all three rose during the year.

Although Swedish officials still express some concern about a possible heavy reduction of demand for Swedish exports in the British and American markets they, nevertheless, anticipate a general increase in the volume of 1969 exports of about 7%.

Swedish foreign trade by country: Jan.-Nov. 1968

(in millions of Swedish crowns)

	Exports	Percentage change Jan-Nov 1967/68	Imports	Percentage change Jan-Nov 1967/68
EFTA	10,133	+ 9.0	8,393	+ 6.0
United Kingdom	3,413	+22.0	3,290	− 1.0
Norway	2,448	− 4.0	1,397	+ 7.0
Denmark	2,212	+ 8.0	1,732	+11.0
Finland	1,088	+ 2.0	778	+22.0
Switzerland	566	+19.0	628	+11.0
Austria	263	+ 5.0	364	+ 9.0
Portugal	142	+31.0	205	+25.0
EEC	6,334	+10.0	8,301	+ 5.0
Western Germany	2,723	+15.0	4,508	+18.6
France	1,081	+ 8.0	1,090	+ 1.0
Italy	730	− 5.0	884	+ 4.0
The Netherlands	1,083	+18.0	1,122	+ 2.0
Belgium/Luxembourg	717	+ 5.0	697	+31.0
USA	1,837	+21.0	2,273	+13.0
Eastern Europe (incl USSR)	1,042	+20.0	1,099	+14.0
USSR	373	+51.0	506	+23.0
Canada	329	+14.0	189	+21.0
Japan	196	+ 4.0	369	+29.0
All other countries	3,462		3,582	
Totals:	**23,333**	**+10.0**	**24,206**	**+ 9.0**

Source: Central Bureau of Statistics

Swedish exports

The principal Swedish exports, compiled from export commodity figures for Jan.-Nov. 1968 (values in millions of dollars), were: non-electric machinery, machine tools and appliances ($787.8); paper and board ($423.9); iron and steel ($401.5); wood pulp ($393.0); electrical machinery and appliances ($301.3); automobiles ($272.5); ships ($212.2); iron ore ($201.8); food products ($106.3); clothing ($54.1); and professional scientific and medical instruments, including optical goods and supplies ($37.2).

The overwhelming majority of these, over 85.6%, are sold to industrialized countries, with roughly one third consigned to the EFTA countries and another third to the Common Market. Eastern Europe accounts for a further 4.5% and this brings the value of Sweden's sales to Europe to 77.6% of its total.

During Jan.-Nov. 1968, the United States purchased Swedish products valued at $356.9 million, thus accounting for 8% of Sweden's total exports. The volume of sales was 21% higher than the same period of the preceding year and exceeded the previous record level of $332 million achieved in all of 1967. Although detailed statistics are not available it is believed that the Swedish products sold in America during 1968 followed the recent trend and consisted of automobiles, machinery and equipment, iron and steel specialties, nonferrous metals, wood pulp, paper and board, and furs.

Import commodity figures for Jan.-Nov. 1968 showed that Sweden's principal imports (values in millions of dollars)

were: non-electric machinery, machine tools and equipment ($601.5); food products ($452.1); products for the chemical and allied industries ($430.9); petroleum and petroleum products ($346.3); electrical machinery and appliances ($334.6); non-ferrous metals ($209.0); automobiles ($171.3); clothing ($169.6); iron and steel ($163.3); professional scientific and medical instruments, including optical goods and supplies ($123.4); textile fabrics ($112.2); manufactured textile products, clothing excepted ($84.6); textile yarns ($68.3); tobacco products and beverages ($65.5); rubber products ($48.2).

American exporters have been particularly successful in the following product categories: chemicals for the paper, plastics and pharmaceutical industries; aircraft and components; automotive vehicle parts and components; business machines and accessories; materials handling equipment; aircraft engines; electronic measuring and control equipment; pumps and centrifuges; passenger motor vehicles; photographic film; products of polymerizing; industrial tools; computers; printing and binding machinery; measuring and controlling instruments.

It is important to note that the record sales made by American exporters to Sweden, $435 million in 1967 and over $441 million during the first eleven months of 1968, do not represent the entire picture. Many of the familiar American trademarked products on display throughout Sweden did *not* originate in the United States, but were delivered to Sweden by American subsidiaries or licensees in Great Britain, West Germany, or other European countries. Since American companies abroad also manufacture automobiles, paper mill machines, tractors, heavy construction equipment, business machines, and many hundreds of other engineering, electrical and electronic products, U.S. suppliers often find that their most important competition comes from American subsidiaries.

Exact statistics are not available, but many commercial and banking sources in Sweden believe that the sales of these subsidiaries, combined with the deliveries of petroleum by U.S. oil companies in the Middle East and North Africa, may well exceed the value of direct U.S. exports to Sweden. It may well be that the Swedish market buys, directly or indirectly, about $1 billion a year from American companies at home and abroad.

U.S. trade opportunities

The Embassy believes the Swedish market merits more serious attention by American exporters. Competition for the Swedish krona is intense. The attractiveness of the Swedish market lures salesmen from every important manufacturing country. The British, the Common Market countries, the neighboring Nordic nations, the entire Eastern European bloc, and the Japanese are in the Swedish arena. If nothing else, the active presence of these formidable competitors confirms the importance of the Swedish market.

The U.S. Department of Commerce acknowledged the importance of this market by establishing a U.S. Trade Center for Scandinavia, in Stockholm. Opened in March 1965, this showcase for American products in downtown Stockholm has, in a relatively short period, promoted 30 major industrial exhibits and over 140 ancillary shows mounted by individual companies. Over 57,000 Scandinavian visitors have been attracted to the Trade Center to see the products displayed by 785 American firms.

The results are equally impressive: over $2.5 million in cash sales with another $43.3 million in estimated subsequent sales expected to accrue within one year of the exhibitions. These figures reveal the importance of the Swedish market and the opportunities it offers American firms willing and able to cater to the manifold needs of this attractive but demanding market.

Needs special effort

The Swedish market offers challenging opportunities but successful penetration depends upon serious consideration of its specific requirements. Some American products which appear particularly attractive because of their advanced design and technical superiority fail to receive the acceptance they deserve simply because U.S. manufacturers do not appreciate the importance of converting export models to metric measurements.

Scandinavian purchasers sometimes admit some bewilderment with American technology. They find it difficult to reconcile the spirit of research and inventiveness with the calm acceptance of anachronistic inch, foot and yard measurements.

U.S. manufacturers must also be prepared to supply machinery, instruments and equipment designed to meet Swedish electrical standards: 115 volt, 50 cycles AC or 220/380 volt, 50 cycles AC, single and three phase.

Provision must also be made to provide maintenance service and readily available spare parts, either through a local distributor or qualified agent. The latter proviso should present no difficulty because it is estimated that some 6,000 U.S. firms are currently active in the Swedish market either through local affiliates, distributors and agents, or through contact with company representatives in other European centers.

Unfortunately there can be no assurance that the gains recorded by U.S. exporters to Sweden in 1967 and 1968 will continue in 1969. While no evaluation of the losses sustained due to the U.S. dock strike is possible yet, local agents of American companies reported the loss of regular customers during the strike, a much more serious consequence than the loss of current orders. The adverse effects of the port strike may eventually result in substantial long-range losses, far more significant than those occasioned by delayed deliveries or canceled orders.

Council for Latin America takes over operation of Chamber's Mexico unit

The Chamber of Commerce of the United States has transferred the sponsorship and operation of the U.S. Section of the Mexico-United States Committee from the National Chamber to the Council for Latin America.

Founded in 1951, this top level binational committee is composed of leading Mexican and U.S. businessmen whose objectives are to promote the exchange of business views and closer economic cooperation between Mexico and the U.S. through action projects, top level business and government dialogue and specialized joint research undertakings.

Antonio Ruiz Galindo, executive vice president, D. M. Nacional, S.A., is chairman of the Mexican Section of the Committee. Glenn C. Bassett, Jr., senior vice president, Wells Fargo Bank, is chairman of the Committee's U.S. Section.

Eximbank helps Bahamas buy U.S. power equipment

The Export-Import Bank has authorized a loan of $2.47 million to the Government of the Bahamas to help finance the purchase of U.S. machinery, equipment, and services by the Bahamas Electricity Corp. Proceeds of the loan will help finance the expansion and improvement of BEC's electric power plant on New Providence Island, which includes the city of Nassau and is the most populous island in the Bahamas. Total cost of the project is estimated at $3.3 million.

Fairbanks Morse International, Inc., a division of Colt Industries, Inc., New York, N.Y., will supply two 8.6 megawatt diesel electric generating sets, and related equipment. Initial operation of the new equipment is expected to start late this year.

Investment company will boost private projects in Asia

About 112 firms from developed world back Tokyo-based concern

Approximately 112 prominent financial and industrial concerns from the United States, Japan, Europe, Canada, and Australia have established a company for the purpose of making and facilitating private capital investments in the developing countries of Asia and the Far East.

The new multi-national corporation, known as the Private Investment Company for Asia S.A., or PICA, has an authorized capital of $40 million. Of this amount, $16.8 million will be paid-in, divided (one-third in each group) between U.S., Japanese, and a third group of investors from Europe, Canada, and Australia.

Although incorporated in the Republic of Panama, the operating headquarters of PICA is located in Tokyo, where an organizational meeting has recently been held and a board of directors elected. Selected as Chairman of the Board is Yoshizane Iwasa, Chairman and President, The Fuji Bank Limited. Chairman of the Executive Committee is Stanley deJ. Osborne, General Partner, Lazard Freres & Co. The international character of PICA is reflected in the fact that Iwasa is Japanese, Osborne is American, and the two vice chairmen are respectively Australian and European.

The board of directors has elected as PICA's first President, Dr. Willem A. van Ravesteijn, who was the first managing director of the Industrial and Mining Development Bank of Iran.

Equity capital and medium- and long-term debt will be provided by PICA both for the establishment of new enterprises and the expansion and diversification of existing companies. Emphasis will be placed on investments in private enterprises in manufacturing, forestry, agriculture, fishing and other industries which have a profit-making potential and will contribute to the economic development of Asia.

Investments will be made in developing countries which maintain a favorable climate for private investment, particularly those providing a reasonable degree of political, economic and monetary stability and freedom to carry on private business activities. Reasonable diversification in terms of countries and projects in which investments are made will be sought.

Except in special circumstances, PICA will generally take minority rather than majority positions and will encourage local control and management. Joint ventures will be planned and organized with domestic investors, entrepreneurs, manufacturers and financial organizations, and also with foreign investors (including PICA's shareholders) and other international industrial and financial corporations. Special consideration will be given to investments in enterprises which may contribute to the development of regional or subregional economic and capital markets.

Spain issues new orders on food, drink additives

The Spanish Directorate General of Health in the Ministry of the Interior has issued new orders for sanitary control of food and drink additives, domestically produced or imported.

The State Gazette of Dec. 7 defines an additive as ". . . any substance which can be added intentionally to food and drinks, without the purpose of changing their nutritive values, in order to modify their characteristics, manufacture, or preservation, or their adaptation to their destined use."

Manufacturers or importers of food and drink additives must submit the following information to the Directorate General of Health: 1) an application for registration of the additive; 2) descriptive memorandum on the product, to include its composition, purposes, effects on food, absence of toxicity, and other descriptive data; 3) prior use in other countries; 4) bibliography on product and uses; 5) analytical techniques for control of product use and detection of residuals; 6) three samples for analysis; and 7) samples of labels and containers of product.

All additives merchandised in Spain must henceforth have the authorization of the Directorate-General of Health. These new requirements are in addition to the regulations in the Spanish Food Code, which has been approved but not yet implemented.

World bidders will supply Turkish irrigation project

Suppliers from around the world will furnish equipment and services to help complete the second stage of Turkey's Seyhan Project for irrigating and draining the Adana Plain. The World Bank and its affiliate, the International Development Association (IDA) have lent $24 million to pay the foreign exchange costs of the $63 million project, which is due for completion by March 1975.

Construction contracts and the purchase of equipment and materials will be on the basis of international competitive bidding.

An agency within the Ministry of Energy and Natural Resources, Devlet Su Isleri, will be responsible for the construction and maintenance of the civil works. On-farm development will be carried out by Topraksu, an agency within the Ministry of Village Affairs. Both agencies will be assisted by consultants.

The second stage provides for the irrigation and drainage of 97,000 acres and on-farm development of these and an additional 22,240 acres. The project also includes the construction of a factory for the production of concrete pipe required for the irrigation works, and the training abroad of Turkish personnel in irrigation and land-leveling works and in agricultural extension services.

Officials from developing nations begin GATT course

A group of 20 government officials from developing nations recently began the 27th GATT advanced training course in international trade and commercial policy in Geneva.

The five-month program is designed to train technical and policy-making government officials. The participants are officials who have or will have responsibilities in the framing and administration of commercial, tariff or development policies of their governments. So far some 250 officials from 75 countries have completed this training.

The GATT course covers such main fields as the principles of commercial policy in relation to the problems of developing countries, export promotion, the work of the General Agreement on Tariffs and Trade, trade in agricultural products, tariffs and trade negotiations, and trade and development.

SEMIANNUAL

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

MARCH 1969

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U.S. DEPARTMENT OF COMMERCE

BUREAU OF INTERNATIONAL COMMERCE

CHECK LIST

The listing of international business publications appears twice each year. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce. The opening pages of this listing describe individual publications and provide capsule summaries of Commerce's various series of publications on world trade. The Country List is a handy reference to all publications on a particular country.

International Commerce

INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, reviews the accomplishments of U.S. trade missions, analyzes U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, and ECSC. Annual subscription: $20 ($6.25 additional for foreign mailing). Single copy 40¢. Sample copy free from your nearest U.S. Department of Commerce Field Office.

1968 ANNUAL INDEX TO INTERNATIONAL COMMERCE, 1969. Lists all articles in the magazine by country and by subject. Uniquely helpful reference tool for research in world trade. 80 pp. Included in annual subscription. 75¢ to non-subscribers.

Foreign Production and Commercial Reports (formerly Foreign Market Reports)

This series consists of more than 300 reports a month received by the Department of Commerce from specialists in U.S. Foreign Service Posts abroad. Individual reports are so specialized in their coverage of commercial news and developments that they are of primary interest only to specific segments of the U.S. business community and they are distributed only on individual request.

They include commodity-oriented reports on production and other developments in the agriculture, manufacturing, mining, fisheries, power and fuels, transportation, distribution and trade, construction and communication fields. The data they provide are especially valuable to companies that maintain a continuing and detailed examination of market potentials throughout the world.

The reports are listed in monthly and cumulative annual indices and both the reports and the indices are provided without cost in response to specific requests received on business letterheads.

Write: Commercial Intelligence Division, Code 294, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

How To Order

The U.S. Department of Commerce publications in this Checklist may be ordered from:

U.S. Department of Commerce
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Please include complete titles and numbers in your order.

Payment may be made by check or money order payable to the Superintendent of Documents or by the Superintendent of Documents coupons.

When charging to a Deposit Account with the Superintendent of Documents, please give Deposit Account number.

Commerce Business Daily

COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $52 additional for airmail delivery in the U.S.

Trade Mission Reports

Opportunities for U.S. trade with countries visited by U.S. Trade Missions are noted in special issues of INTERNATIONAL COMMERCE, and appear, when available, in **The Country List.**

Overseas Business Reports

These reports provide basic background data for businessmen who are reviewing their international trade position in current markets, or who are considering entering new areas. They cover basic, authoritative information on both developing and industrialized countries.

Each OBR discusses one single topic on one country, such as: "Basic Data on the Economy of . . ."; "Foreign Trade Regulations of . . ."; "Market Factors in . . ."; "Selling in . . ."; or "Establishing a Business in . . ."; and statistical reports on U.S. trade with major world areas.

More than 100 reports are published every year. Each title is revised and updated as required.

OBR's originate with the Bureau of International Commerce and in a few cases with the Business and Defense Services Administration; the latter may be identified by the initials BDSA.

Subscribers can maintain a current reference service on the major trading nations of the free world. The reports are punched for use in a standard three-ring binder and are indexed by country in the semi-annual Checklist for International Business Publications.

Subscription, $16 a year. ($5 additional for foreign mailing). Individual titles, 15¢ each.

See **Country List** for titles.

Country Market Surveys

Each of these detailed and penetrating studies provides an evaluation of the nature and scope of the market for U.S. products in an individual country.

Included are an outline of the country's industrial establishment, banking and finance structure and natural resource development, and descriptions of present import patterns, distribution facilities and trade practices.

The market for selected commodities is analyzed.

Available surveys are listed in the **Country List.**

Foreign Economic Trends and Their Implications for the United States

This series of country-by-country reports gives an in-depth review of current business conditions, current and near-term prospects, and the latest available data on GNP, foreign trade, wage and price indices, unemployment rates and construction starts. They are particularly valuable for their interpretation of the implications of current developments for business in the year ahead.

Reports range from 4 to 12 pages and number approximately 150 a year. Reports are received from major markets semi-annually and from others annually.

FOREIGN ECONOMIC TRENDS are compiled by the U.S. Embassy Commercial Staff, transmitted to the United States by air, and promptly reproduced to give subscribers these timely reports as soon as they are received from abroad.

Available reports appear in the **Country List.**

Trade Lists

Arranged by 5-digit Standard Industrial Classification (SIC) number, Trade Lists give the names and addresses of foreign firms—importers, distributors, agents, and manufacturers—in a given country that are interested in handling given commodities.

The entry for each firm includes its name; mailing address; name and title of the chief executive; the type of organization; the date of its establishment; and its size. The entry also states whether the firm has a U.S. representative and the language of correspondence.

Every entry in the Trade Lists is based on a World Trade Directory Report (see below) conducted by a U.S. Foreign Service Officer. Trade List entries show the date of the World Trade Report.

Nearly 1,500 lists in 45 countries have previously been published in INTERNATIONAL COMMERCE magazine. A separate **Trade List Catalog** will be published shortly.

Lists are $1 per country for each principal SIC product category. Available from Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230. or any Commerce Field Office.

World Trade Directory Reports

Compiled by U.S. Foreign Service Officers, World Trade Directory Reports give basic commercial and descriptive background information on individual foreign firms.

The typical report includes information on the firm's method of operation, sales territory, capital, sales volume, general reputation in trade and financial circles, and names of the firm's trading connections, including U.S. firms, as well as the type of organization, lines handled and names of owners and officers. Reports are up-dated regularly.

A World Trade Directory Report on an individual foreign firm is a useful enlargement on the information given about the firm on a Trade List.

If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

Reports, $2 each. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Export/Import Summaries

EXPORT/IMPORT SUMMARIES, a new service from the computer, provide a month-to-month measure of U.S. foreign trade. Individual items that constitute the export or import trade in a particular field are grouped together—by month and by year to date—for convenient, market-oriented reference. Imports are grouped by country of origin; exports by destination.

Free guides describing the product groups covered in the Summaries can be obtained by writing to U.S. Department of Commerce, Sales and Distribution, Room 2119, Washington, D.C. 20230.

Seven import subsections; seven export subsections; each $3 a month, or $36 a year.

All seven import or export subsections: $21 a month, $252 a year. Entire series: $504 a year.

Export Subsections

E-1 Chemicals, Rubber & Consumer Goods including Sporting Goods, Toys & Games
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E-3 Transportation Equipment, Metalworking Machinery & Other General & Special Industry Machinery & Equipment
E-4 Metals & Minerals
E-5 Electronic, Scientific, Photographic & Business Equipment
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I-5 Metals & Minerals
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I-7 Building Materials, Containers, Lumber, Paper & Printed Matter

Market Share Reports

These reports make up a statistical picture of international trade in manufactured products, covering more than three-quarters of the total exported output of all the free world's factories.

They are unique as references that trace shifting trends in the movement of goods between countries. The six-year spread of data on the imports of more than 1000 commodities by 69 countries reflects both changing levels of those countries' import demand and shifts in the relative competitive positions of exporting countries. U.S. shares of the market for 850 selected commodities in major markets are given in percentage terms and the shares of our eight principal competitors can be calculated easily from the data.

For the individual business executive, the Market Share Reports are the only available tool by which he can compare his own export performance to any specific market over the six-year period with that of his own industry as a whole or with that of manufacturers of the same product in other countries.

The 69 country reports are priced at 75¢ each and the 1127 commodity reports at 10¢. For listings of available reports, write to Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C., 20230, or inquire at any Department of Commerce Field Office.

Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach and sales and technical requirements. 4 to 8 pages. 10¢ each.

For availabilities, see **Country List.**

Special Publications

CAREER OPPORTUNITIES IN DOMESTIC AND INTERNATIONAL BUSINESS IN COMMERCE. Lists opportunities in the Department for 1969 in the Domestic & International Trade Field, and explains the organization of related bureaus in the Department. 12 pp. Free. Available soon.

COMMERCE COOPERATIVE OFFICE PROGRAM. What it is. What it does. Explains extension of Department of Commerce services through cooperative Chamber of Commerce Field Office Support, and responsibilities of cooperating offices. 2 pp. Free.

COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, contains instruction, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 addi-

tional for foreign mailing). Airmail service available only to domestic subscribers. $4 additional. Single copies of a CURRENT EXPORT BULLETIN, 25¢.

ELECTRIC CURRENT ABROAD. Lists characteristics of electric current available in principal foreign cities throughout the world. 1967. 81 pp. 30¢.

ENGINEERS OVERSEAS HANDBOOK. 1965. 242 pp. $2.25.

EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each.

EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air. 1965. 16 pp. Free.

EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received.

FOOD IRRADIATION ACTIVITIES THROUGHOUT THE WORLD. Complete reference to all organizations doing research and development in food irradiation. Special reference to commercial operations. Covers 76 countries. 1968. 90 pp. 50¢.

FOREIGN BUSINESS PRACTICES (Reprints of articles from International Commerce). Basic information on some of the laws and practices which underlie export, licensing and investment abroad. 40 pp. April 1967. 30¢.

FOREIGN-TRADE ZONES BOARD 29th ANNUAL REPORT. Contains review of fiscal '67 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, and Honolulu. 1968. 64 pp. 45¢.

FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS AND OTHER INFORMATION. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended. Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1966. 80 pp. 35¢.

HOLIDAYS AROUND THE WORLD LISTED. Enables businessmen to save time on trips or phone calls by checking holidays abroad. Lists all holidays by country. 1969. 26 pp. 20¢.

HOW TO PHOTOGRAPH U.S. COMMERCIAL EXHIBITIONS. A guide to photographers working exhibitions and trade shows. Explains good exhibition photographs, what exhibitors want and includes 24 examples of good and bad photographs. 24 pp. 1967 15¢.

INTRODUCTORY GUIDE TO EXPORTING. Explains basic steps in selecting overseas markets and selling in them. Outlines asistance available to present and potential exporters from Department of Commerce. Available soon.

INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 15¢.

KENNEDY ROUND/Special Reports. A series of reports designed to help manufacturers and exporters of the products covered in investigating new export opportunities presented by the Kennedy Round tariff reductions made by Austria, Canada, Denmark, Finland, Japan, Norway, Sweden, Switzerland, the United Kingdom and the European Economic Community (Belgium, France, Germany, Italy, Luxembourg and The Netherlands).

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The reports also provide background on the Kennedy Round and present data on the U.S. share of the import market for each commodity in each of the 15 countries:

Pumps and Compressors. 12 pp. April 1968. 25¢.

Air Conditioning and Refrigeration Equipment. 16 pp. Dec. 1968. 25¢.

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MARKETING AIDS FOR HIGHER EXPORT PROFITS. Explains low-cost marketing aids and services available from the Department of Commerce, including Trade Lists, World Trade Directory Reports, Trade Contact Surveys. 12 pp. 1968. Free.

MOBILE TRADE FAIRS. Guide to Prospective Operators. Details responsibilities of Operator, Exhibitors; assistance provided by Department of Commerce. 20 pp. 1967. Free.

U.S. TRADE CENTERS Frankfurt, London, Milan, Stockholm, Bangkok and Tokyo. Describes facilities and services available at each center. Includes photos. Free.

OCEAN FREIGHT RATE GUIDELINES FOR SHIPPERS. Designed to acquaint exporters with the manner in which ocean freight rates are established by shipping lines and conferences of shippers, factors that influence level of rates, steps to take to seek adjustments, etc. Published by Department of Commerce and Federal Maritime Commission. 30 pp. 25¢.

SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms in Bangkok, Beirut, Manila, and Nairobi for 30 days. 1967. 8 pp. 10¢.

SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS. For United States firms trading, investing or manufacturing abroad. 1967. 108 pp. 35¢.

SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1968. 35 pp. 20¢.

STARCH AND RELATED PRODUCTS IN SELECTED COUNTRIES. 1967. 42 pp. 30¢.

THE U.S. INDUSTRIAL OUTLOOK FOR 1969. Includes developments in 1968 with projections for 1969. Reports on imports and exports. 335 pp. $2.50.

U.S. LUMBER EXPORTS, 1960-64. 1965. 11 pp. 10¢.

U.S. LUMBER EXPORTS, 1967. 1968. 12 pp. 10¢.

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U.S. LUMBER IMPORTS, 1953-66. 1968. 26 pp. 35¢.

U.S. LUMBER IMPORTS, 1967. 1968. 8 pp. 10¢.

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U.S. PLYWOOD IMPORTS, 1960-64. 1965. 14 pp. 10¢.

U.S. EXPORTS OF SCIENTIFIC, INDUSTRIAL AND TECHNICAL INSTRUMENTS, 1958-1966, ANALYSIS OF, 1967. 12 pp. 10¢.

U.S. IMPORTS OF SCIENTIFIC, INDUSTRIAL AND TECHNICAL INSTRUMENTS, 1958-67, ANALYSIS OF, 1968. 4 pp. 10¢.

U.S. FOREIGN TRADE IN PHOTOGRAPHIC GOODS, 1962. 1963. 35 pp. 25¢.

U.S. TRADE IN JEWEL BEARINGS AND RELATED COMPONENTS, 1965. June 1967. 4 pp. 10¢.

WORLD TRADE IN MACHINE TOOLS, 1961-64. 1965. 32 pp. 30¢.

Bureau of the Census

Non-periodical Reports

Guide to Foreign Trade Statistics: 1968

Helpful in understanding various sources of foreign trade statistics and the content and general arrangement of the data they contain on U.S. imports and exports, 1968. 120 pp. 75¢.

FT 210 U.S. Imports for Consumption and General Imports; SIC-Based Product Code by Area: 1967.

New series. Annual summaries of U.S. import data for major trading areas. Import data originally compiled under approximately 10,000 classifications of the Tariff Schedules of the United States Annotated (TSUSA) are consolidated, summarized, and presented in about 2,000 commodity classifications based on the Standard Industrial Classification System (SIC). Includes two conversion lists showing SIC-based import products classifications by TSUSA classes, and TSUSA classifications by SIC-based import product classes. 336 pp. $2.50

Foreign Commerce and Navigation of the United States, 1946-63

Summary in statistical form of data on U.S. export and import activities from 1946 to 1963. Gives complete statistical history of U.S. foreign trade during this period. Includes an index to commodity classifications and other explanatory materials. 916 pp. $6 copy.

FT 246 U.S. Imports. TSUSA Commodity by Country of Origin, 1967

New report series. Shows annual U.S. import data in terms of TSUSA (Tariff Schedules of the United States Annotated) commodity classifications by country origin. Data are presented in two tables: "U.S. imports for consumption—net quantity and dollar value for approximately 10,000 TSUSA commodity classifications by country of origin"; and "U.S. general imports—net quantity and dollar value of selected TSUSA commodity totals where there is a difference of $10,000 or more between imports for consumption and general imports." (Comparable data for 1964 were issued in an unnumbered publication, "U.S. Imports for Consumption and General Imports: 1964-Tariff Schedules Annotated by Country.") $3.50 copy.

FT 610 U.S. Exports of Domestic Merchandise, SIC-Based Products and Area: 1967

This report highlights relation of U.S. exports of domestic merchandise to domestic production. Establishes comparability between the commodity classifications of Schedule B (Statistical Classifications of Domestic and Foreign Commodities Exported from the U.S.) and an output product classification based on the SIC system. Data on net quantity and dollar value are shown for 3,600 Schedule B classifications regrouped into approximately 2,000 SIC-based commodity designations. Tables on: SIC-Based Product Code by World Area; Conversion of Schedule B to Classification System Based on SIC; Principal Differences Betwen the SIC-Based Output and the Export Product Code. 614 pp. $5.50 copy.

Census Bureau Detailed Reports

Yearly subscriptions to the following Census reports should be placed with the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, unless otherwise noted. Subscription price includes 12 monthly issues unless otherwise stated. Remittance should be made by check or money order payable to the Superintendent of Documents, U.S. Government Printing Office. Coupons or authorization to charge an account with the Superintendent of Documents are also acceptable (please report account number when using this method of payment).

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FT 130 U.S. General Imports of Cotton Manufacturers

Reported by country of origin by Geneva Agreement category. $1 year. 10¢ single copy. Available from the Bureau of the Census, Washington, D.C., 20233. Make check or money order payable to Superintendent of Documents.

FT 135 U.S. Imports for Consumption and General Imports Schedule A Commodity by Country

$21 year. $5.25 additional for foreign mailing. $1.75 single copy.

FT 410 U.S. Exports

Summarizes data in terms of Schedule B groupings: Commodity by country. Monthly and cumulative, January-to-date data. $33 year. $8.25 additional for foreign mailing. $2.75 per copy.

FT 800 U.S. Trade With Puerto Rico and With U.S. Possessions

Published monthly, includes annual summary. $2.50 year. 50¢ additional for foreign mailing 20¢ single copy. 25¢ per annual issue.

FT 990 Highlights of U.S. Export and Import Trade

Published monthly. Shows current month and January-to-date for total exports and imports, and January-to-date for vessel and air shipments. $5 year. $1.25 additional for foreign mailing. 45¢ single copy.

Schedule B Statistical Classification of Domestic and Foreign Commodities Exported From the United States

Basic book and supplements. January 1, 1965, edition. $6 year. $1.50 additional for foreign mailing.

U.S. Foreign Trade Statistics: Classifications and Cross-Classifications. 1968.

Correlated in one volume, the 1968 edition of U.S. Foreign Trade Statistics, are Schedule B Export Classification and SITC, agricultural, non-agricultural, FT 990, end-use, and SIC-based product codes. The exporter and marketer will find this volume of use in relating imports, exports to domestic output of various commodities, as well as relating U.S. foreign trade to the trade of other nations. The subscriber receives, in addition to the initial publication, any revisions made during the year. All schedules of commodity and geographic classifications now used in the compilation and publication of U.S. foreign trade statistics are included in this volume—approximately 10,000 import (Tariff Schedules of the United States Annotated) classifications, 3,600 export (Schedule B) classifications and some 2,000 domestic products classes based on the U.S. Standard Classification. 1968. 567 pp. $7.50, including revision. Order only from Bureau of the Census. Washington. D.C. 20233.

Foreign Trade Statistics Regulations

As published in the Federal Register of Aug. 27, 1966, contains all amendments issued since their original adoption in April. 1963. 50¢. Available from the Bureau of the Census, Washington, D.C., 20233. Make check or money order payable to Superintendent of Documents.

Census Bureau Summary Reports

Yearly subscriptions to the following Census reports should be placed with the Bureau of the Census, Washington. D.C., 20233. Remittance should be made by check or money order (or Superintendent of Documents coupons) payable to Superintendent of Documents and mailed with the order to the Bureau of the Census.

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FT 810 Bunker Oil and Coal Laden in United States on Vessels Engaged in Foreign Trade

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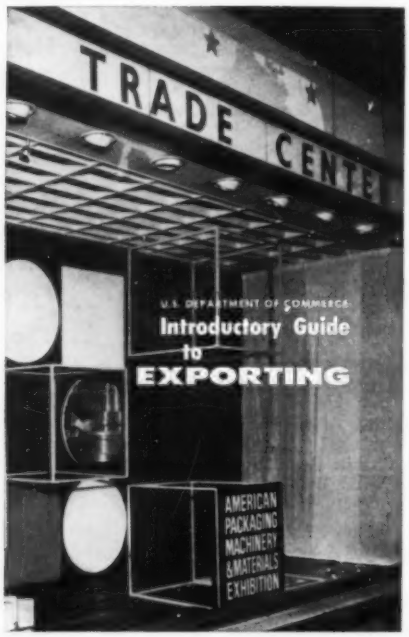
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INTERNATIONAL COMMERCE, June 13, 1966. 35¢
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Selling. OBR 66-94. 16 pp. Dec. 1966
Trade List: See Trade List Catalog
See also International Customs Journals and Europe

SWITZERLAND

Foreign Economic Trends.
ET 68-43. Semi-annual
Overseas Business Reports.
Basic Data on the Economy. OBR 66-42. 13 pp. July 1966
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Selling. OBR 68-21. 12 pp. Mar. 1968
Trade List: See Trade List Catalog
See also International Customs Journals

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Basic Data on the Economy. OBR 63-34. 27 pp. Feb. 1963
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The Food Processing Industry. (BDSA). OBR 68-93. 12 pp. Oct. 1968
Foreign Trade Regulations. OBR 64-89. 9 pp. Sept. 1964
Trade List: See Trade List Catalog

TANZANIA

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East Africa: A Market for U.S. Products in Kenya, Uganda, Tanzania. 1966. 78 pp. 65¢
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See also International Customs Journals: Africa, E. Africa

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See also International Customs Journals

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Basic Data on the Economy of Trinidad and Tobago. OBR 65-87. 13 pp. Dec. 1965
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TOGO

Foreign Economic Trends.
ET 68-58. Annual
Overseas Business Reports.
Foreign Trade Regulations of the W. African Customs Union and Togo. OBR 64-40. 11 pp. June 1964

TRINIDAD

Overseas Business Report.
Basic Data on the Economy of Trinidad and Tobago. OBR 65-87. 4 pp. Dec. 1965.
Foreign Trade Regulations of Trinidad and Tobago. OBR 65-33. 4 pp. June 1965

TRUCIAL STATES

Overseas Business Reports.
Basic Data on the Economy of Bahrain, Qatar, Muscat & Oman, and the Trucial States. OBR 68-22. 16 pp. Mar. 1968
Foreign Trade Regulations. OBR 67-67. 5 pp. Oct. 1967

TUNISIA

Foreign Economic Trends.
ET 68-63. Semi-annual
Overseas Business Reports.
Foreign Trade Regulations. OBR 65-56. 5 pp. July 1965
Trade Mission Report:
INTERNATIONAL COMMERCE, Jan. 30, 1967. 35¢
See also International Customs Journals and Africa

TURKEY

Foreign Economic Trends.
ET 68-31. Semi-annual
Overseas Business Reports.
Basic Data on the Economy. OBR 66-91. 14 pp. Dec. 1966
Establishing a Business. OBR 67-77. 20 pp. Dec. 1967
Foreign Trade Regulations. OBR 67-29. 7 pp. June 1967
Investment Factors. OBR 63-137. 11 pp. Nov. 1963
Trade List: See Trade List Catalog
Trade Mission Report:
INTERNATIONAL COMMERCE, June 19, 1967. 35¢
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UGANDA

Country Market Survey.
East Africa: A Market for U.S. Products in Kenya, Uganda, Tanzania. 1966. 78 pp. 65¢
Foreign Economic Trends.
ET 68-16. Annual
Overseas Business Reports.
Basic Data on the Economy. OBR 66-19. 17 pp. Apr. 1966
Foreign Trade Regulations of East Africa (Kenya, Tanzania and Uganda). OBR 66-40. 8 pp. June 1966
Market Factors in E. Africa. OBR 68-61. 20 pp. July 1968
See also International Customs Journals; Africa, E. Africa

UNION OF SOVIET SOCIALIST REPUBLICS

Overseas Business Reports.
Basic Data on the Economy. OBR 66-9. 27 pp. Apr. 1966
See also International Customs Journals

UNITED ARAB REPUBLIC

Overseas Business Reports.
Basic Data on the Economy. OBR 67-25. 17 pp. May 1967
Foreign Trade Regulations. OBR 66-59. 7 pp. Sept. 1966
The Import Market for Food Products. OBR 66-75. (BSDA). 4 pp. Nov. 1965
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The Market for Residential Central Heating Equipment. OBR 66-18. (BDSA). 4 pp. Apr. 1966
Market Information on Electronic Products. OBR 64-95. 4 pp. Aug. 1964
Selling. OBR 65-26. 12 pp. Dec. 1965
Trade Lists: See Trade List Catalog
Miscellaneous
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U.S. Trade With Major World Areas, 1965, and 1966. OBR 67-21. 22 pp. May 1967
U.S. Trade With Major World Areas, Jan.-Dec. 1964. OBR 65-35. 20 pp. June 1965

Foreign Trade Reports

Exports in Relation to U.S. Production, 1962. OBR 63-118. 4 pp. Aug. 1963
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Trade Summaries

Leading Commodities in U.S. Foreign Trade in 1963. OBR 64-69. 12 pp. July 1964
U.S. Foreign Trade. Jan.-Mar. 1963. OBR 63-111. 20 pp. July 1963. (Initial OBR report on data in revised SITC commodity series—annual 1956-62; quarterly 1961-March 1963; monthly 1962-March 1963. Country data monthly 1962-March 1963)
U.S. Foreign Trade, Jan.-May 1963. OBR 63-114. 12 pp. Aug. 1963
U.S. Foreign Trade, Jan.-June 1963. OBR 62-121. 12 pp. Sept. 1963
U.S. Foreign Trade, Jan.-Aug. 1963. OBR 63-136. 12 pp. Dec. 1963
U.S. Foreign Trade, Jan.-Sept. 1963. OBR 64-2. 12 pp. Feb. 1964
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U.S. Foreign Trade, 1960-66 (Annual). OBR 67-43. 26 pp. Aug. 1967
U.S. Foreign Trade, 1961-67 (Annual). OBR 68-31. 24 pp. May 1968
U.S. Foreign Trade, 1966 and 1967 (Preliminary) OBR 68-5. 19 pp. Feb. 1968
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U.S. Foreign Trade Quarterly, Apr.-June 1966—Apr.-June 1968. OBR 68-71. 24 pp. Aug. 1968
U.S. Foreign Trade Quarterly, July-Sept. 1966—July-Sept. 1968. OBR 68-96. 24 pp. Dec. 1968

UPPER VOLTA

Overseas Business Reports.
Basic Data on the Economy. OBR 65-7. 6 pp. Jan. 1965
Foreign Trade Regulations of the West African Customs Union and Togo. OBR 64-60. 11 pp. June 1964
Investment Law. OBR 63-106. 4 pp. July 1963
See also International Customs Journals

URUGUAY

Foreign Economic Trends.
ET 68-27. Semi-annual
Overseas Business Reports.
Basic Data on the Economy. OBR 68-113. 8 pp. Dec. 1968
Foreign Trade Regulations. OBR 68-79. 8 pp. Sept. 1968

VENEZUELA

Foreign Economic Trends.
ET 68-10. Semi-annual
Overseas Business Reports.
Basic Data on the Economy. OBR 67-2. 30 pp. Jan. 1967
Establishing a Business. OBR 68-63. 16 pp. July 1968
Foreign Trade Regulations. OBR 68-15. 10 pp. Mar. 1968
Trade Lists: See Trade List Catalog
See also International Customs Journals

VIET-NAM, REPUBLIC OF

Overseas Business Reports.
Basic Data on the Economy. OBR 67-10. 23 pp. Mar. 1967
Foreign Trade Regulations. OBR 64-49. 8 pp. May 1964

WESTERN EUROPE

Overseas Business Reports.
Gas Characteristics, Gas Distribution and the Market for Gas Equipment. OBR 67-49. 17 pp. Aug. 1967
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Basic Data on the Economy. OBR 67-80. 16 pp. Dec. 1967
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Market Factors. OBR 64-140. 8 pp. Dec. 1964
Selling. OBR 66-11. 5 pp. Apr. 1966
See also International Customs Journals

ZAMBIA

Overseas Business Reports.
Basic Data on the Economy. OBR 68-111. 30 pp. Dec. 1968
Establishing a Business. OBR 67-99. 16 pp. Dec. 1967
Foreign Trade Regulations. OBR 67-20. May 1967
Trade Mission Report:
INTERNATIONAL COMMERCE, Apr. 10, 1967. 35¢
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Five German firms seek U.S. licenses

Products allied to present lines sought for expansion

Five German industrial firms seek U.S. licenses. Production rights are wanted for the manufacture of air-sea rescue nets, printing machinery, dust control systems, pharmaceuticals, cosmetics, and for various other specialized items which would be complementary to the German firms' present lines.

• A German firm, specializing in the production of dust control equipment, seeks a license to manufacture an advanced type of industrial bag filter system, cloth fiber system, or similar type system utilizing another filter medium. The system should be fully automatic and have universal possibilities of application.

The company is a subsidiary of a large German industrial enterprise employing over 10,000 and reporting annual sales of approximately $125 million.

To obtain further information U.S. manufacturers of dust control equipment should **write:** P-69434, Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

• An important German chemical company interested in entering the pharmaceutical and cosmetic fields, is seeking U.S. manufacturing licenses in these fields. Employing approximately 450 the firm reports annual sales at about $8.7 million.

Write: P-69452, Mr. Rudolf Klotzbucher, German American Chamber of Commerce, 666 Fifth Avenue, New York, New York 10019.

• A large manufacturer with 2,855 employees and annual sales of over $35 million seeks to expand its present product line through licensing agreements with U.S. firms in the following fields: steel containers of all sizes; stirring machinery for chemical and food industries; hydraulic cylinders and installations; plastic spraying machines; and all types of medium sized machines except machine tools.

The company currently manufactures steel tubes, machinery, and equipment for the chemical, humidity control and automobile industries.

Write: Benteler-Werke AG, 10-16 Weidenstr., 48 Bielefeld, Germany. WTD.

• A license or similar agreement to manufacture newly developed types of air-sea rescue nets for use in saving shipwrecked persons by helicopter is sought by a German company.

Currently, the firm produces helicopter cargo handling and industrial nets, ship supplies, non-magnetic buoys, sails and tarpaulins. It has modern net knitting machinery available and open space for the installation of additional specialized equipment, if necessary.

Write: Mr. John Mahn, Managing Partner, Schiffsbedarf GmbH, & Co. KG, Westkai-Fischereihafen II, POB 381, 285 Bremerhaven 4, Germany. WTD.

• Licenses to manufacture graphic or related machinery utilized in the printing industry are sought by a German producer of semi and fully automatic machines for folding sheets of paper.

The German company would be particularly interested in conducting discussions with small or medium sized U.S. concerns.

Established in 1944, the German firm employs about 75 and operates a modern facility.

Write: H. Erwin Schmidt, Maschinenfabrik, 110-112 Elpke, 48 Bielefeld, Germany.★ WTD.

Canadian wants licenses to manufacture paper, pulp, and chemical equipment

Licenses to manufacture and distribute equipment for the pulp, paper and chemical industries is sought by a well established Canadian firm with over 100 years experience in custom fabrications for industry.

Currently, the company manufactures stainless steel pipe and fittings, aerospace castings, vibrating conveyors, aluminum windows and mail chutes.

The firm plans to utilize its existing facilities located on a 250,000 sq. ft. site in a semi-industrial area of Montreal in the manufacture of the additional equipment. A new plant for the production of heavy engineered products was built in 1966. The company maintains a sales office in Toronto and representatives in principal Canadian cities.

To obtain additional information, interested U.S. firms should **write:** The Robert Mitchell Co., 350 Decarie Blvd., Montreal, Quebec, Canada. WTD.

U.S. licenses sought by French companies

Four French firms seek licensing agreements to make products related to their current fields of activity.

• An established French manufacturer of transmission gears seeks licensing rights for new and improved designs for its product line.

The firm has a large and well equipped factory in Eastern France, and its sales organization covers most European countries.

Write: Weco, S.A., 11-15 rue Henri Lebert, 68 Thann, France. WTD.

• Licenses for the manufacture of dual or single purpose oil and gas fuel burners with constant air/fuel ratio control and independently high pressure air are sought by a French manufacturer. In addition, the company is interested in producing any ventilating item related to industrial heating.

The French firm specializes in the production, installation, and sale of coal and wood gratings, and materials handling equipment. It has manufactured special industrial furnaces and is developing a department for the manufacture of all industrial equipment other than machine tools and other production machinery.

The company employs 50 workers and reports annual sales amounting to $1 million in 1968.

Write: Societe Fama, 54 rue de Londres, 75-Paris 8, France. WTD.

• A French producer of farm implements seeks a license to manufacture green forage dryers for agricultural use.

The French concern's product line includes self loading wagons, manure spreaders and mowing machines.

It employs about 300 persons and has a sales organization covering the EEC and other European countries.

Write: Heywang S.A., Bourgheim (67), France. WTD.

• A license to manufacture the most advanced mechanical speed changers is sought by one of Europe's leading manufacturers of transmission gears and speed gear drives. The firm operates a modern plant, employs about 280 and maintains a sales organization covering the Common Market and other European countries.

Write: Usines Merger, S.A., 11 rue des Freres Eberts, Strasbourg-Meinau, France. WTD.

New Zealand firm wants to make gas heating items

A license to manufacture residential and commercial water space heaters utilizing natural gas is sought by a well established Auckland firm. Burners and control devices would be purchased from the U.S. licensor.

Through a licensing agreement, the Auckland concern seeks to meet anticipated demand for this type of heating equipment resulting from the development of a natural gas system to supply the principal cities on the North Island of New Zealand. The system's pipe lines are currently under construction.

Write: Mr. A. V. McClelland, Marketing Director, D. Henry & Co. Ltd., 12-14 Nelson St., P.O. Box 1412, Auckland 1, New Zealand. WTD

U.K. producer wants to make poultry processing equipment

License to manufacture poultry processing and freezing equipment sought by British manufacturer.

The firm currently fabricates industrial refrigeration equipment; conveyors; rotary pumps; plant equipment for rendering poultry and animal by-products.

Write: Douglas-Rownson Ltd., Daneshill West Industrial Estate, Basingstoke, Hampshire, England. WTD.

Swiss appliance concern seeks advanced technology

The leading manufacturer of household appliances in Switzerland seeks newly developed products for household use in the field of domestic appliances, electrical utilities and health equipment (home saunas).

The firm employs 900 and reports an annual sales volume of $11 million.

Write: Verzinkerei Zug AG, 6301 Zug, Switzerland. WTD.

Mexican group proposes iron foundry venture

The owners of a fully equipped and ready to operate iron foundry seek a joint venture with a U.S. firm willing to contribute technical and marketing assistance.

The foundry, located on a 2½ acre site near the Monterrey airport, contains a 36″ furnace.

Write: Santiago E. Trevino, Galapagos 239, Col. Vista Hermosa, Monterrey, N.L., Mexico.

Brazilian makes joint venture offer

Joint venture participation is sought by a Brazilian paint manufacturer and creosoting firm.

The firm wishes to expand its production of telephone and electrical poles, cross arms and railroad ties which it is presently supplying to railroad and power companies. It also wishes to add a line of paints for road markings.

The Brazilian firm reported its 1967 production to be 775,000 lbs. of preservatives, 310,000 gallons of paint, 54,000 cross arms, 17,500 poles, 14,000 posts, and a small quantity of assorted wood. The company has a tree farm of about 2000 acres and an estimated 1.3 million eucalyptus trees.

Write: Mr. Joao Pereira de Carvalho Sobrinho, Director, Prema Preservacao de Madeiras S/A, Rua de Consolacao 847, Sao Paulo, Brazil. WTD.

British engineering firm seeks U.S. collaboration

The Project and Pipeline Division of Lehane Mackenzie & Shand Ltd., a firm of building, civil and mechanical engineering contractors, seeks collaboration with U.S. chemical or petrochemical processors which may be planning to set up manufacturing plants in the U.K and/or Europe.

Write: Lehane Mackenzie & Shand Ltd., Matlock, Derbyshire, England.

Korean wants U.S. partner for proposed tire project

U.S. joint venture partner sought for proposed Korean rubber tire manufacturing facility. The Korean partner is currently producing plastic goods.

Write: The Sam Yung Chemical Co., Ltd., Room 312 Grand Hotel Bldg., 17-12, 4-ka, Namdaemun-ro, Chung-ku, Seoul, Korea. WTD.

Kingston firm seeks license to produce scouring pads

Long established in the food and hardware business, this Kingston firm seeks U.S. license for the manufacture of steel wool and soap filled scouring pads.

Write: Hand Arnold (Jamaica) Ltd., 154 Marcus Garvey Drive, P.O. Box 57, Kingston 11. WTD.

Austrian pharmaceutical firm seeks license arrangement

A license to manufacture newly developed types of pharmaceutical specialties is sought by an Austrian firm.

Currently, the company produces about 20 different kinds of pharmaceuticals including solutions, ointments and pills. It distributes its products through wholesalers in Austria, Hungary, Greece and Luxembourg.

Write: Agepha Ges.m.b.H., Hernalser Hauptstrasse 27, A-1170 Vienna, Austria.★ WTD.

Australian printer seeks latest topical poster designs

Australia printing firm seeks contact with U.S. firm which can supply topical poster designs under a continuing licensing agreement. The firm utilizes up-to-date offset lithography and letterpress processes.

Write: Mr. B. A. Johnson, Dir., Regal Press Pty. Ltd., 81 Holbrooks Road, Underdale, South Australia 5032.

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investment, U.S. Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities Continued through page 51

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

131 Crude petroleum, natural gas

● **LIBERIA**—The Secretary, Department of Planning and Economic Affairs, Monrovia, Liberia, announced bids are invited for the granting of concessions for the exploration and exploitation of petroleum within designated areas of Liberia's Continental Shelf. Tender No. N.A., bid deadline Mar. 31. Tender documents and specifications may be secured from Secretary, Department of Planning and Economic Affairs, Monrovia, Liberia.

U.S. Department of Commerce, BDSA-673, Washington, D.C. 20230.★ (Telephone: 202-967-2355).

203 Canning, preserving foods

GERMANY—Fruit juices, especially orange, grapefruit, tomato; fruit cocktails, ketchup; asparagus tips, olives (including stuffed); shrimp, crabmeat, salmon; food specialties including ready dishes; all canned for retail sales. Quotations c.i.f. German port or f.o.b. U.S. port of shipment preferred. Requests replies in German. Almet Klingenberg (sales agent), 2901 Elmendorf am See nr. Oldenburg. WTD 2/69.

NEW ZEALAND—Dehydrated banana crystals for distribution to wholesalers. Wholesale Trading Co. Ltd. (importer, agent), 64 Dixon Street (P.O. Box 708), Wellington. WTD 2/69.

207 Confectionery

GERMANY—Candy, except solid chocolate; candy bars; candied and glazed fruits; other confections, especially American specialties; all packaged for retail sales. Quotations c.i.f. German port or f.o.b. U.S. port of shipment preferred. Requests replies in German. Almet Klingenberg (sales agent), 2901 Elmendorf am See nr. Oldenburg. WTD 2/69.

221 Broad woven fabric mills, cotton

FRANCE—Printed fabrics, cotton print cloth, colorful typical Hawaiian patterns, (piece goods and remnants) suitable for production of surf-trunks, baggies, related articles. Jo. Moraiz (Surf-Shop) (dealer), 25 Rue Mazagran; 64-Biarritz. WTD 2/69.

229 Textile goods

AFGHANISTAN—Leatherette. Ghulam Dastageer Shaik Mohammadi S/O H. Ghiasuddin (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

239 Fabricated textile products

MALAWI—Bonded double textiles for canvas shoes for use in direct injection moulding systems. Prices, samples requested. Bata Shoe Co. (Malawi) Ltd. (manufacturer), Makata Rd., P.O. Box 936, Blantyre. WTD 2/69.

249 Wood products

SOUTH AFRICA—Battery separators, wood. Requests quotations. First National Battery Co. Ltd. (manufacturer), Settlers Way, Gately, East London, Cape Province. WTD 2/69.

251 Household furniture

GUATEMALA—Kitchen cabinets, metal. Distribuidora Comercial (retailer, importing distributor), 17 Calle 4-40, Zone 1, Guatemala City. WTD 7/68.

SWITZERLAND—All kinds of household furniture, especially tea wagons, console tables, breakfast sets, nursery furniture and furniture novelties; except gadgets, wood frames upholstered furniture, mattresses, bed springs. Direct purchase and agency. Elias AG (exporter, agent), Stobergasse 36, 4000 Basel 9. WTD in preparation.

259 Furniture, fixtures

HONDURAS—Hospital furniture, fixtures, complete equipment in general. Exclusive representation. Representaciones Jorge Abrego G., S. de R. L. (manufacturers' representative), Apartado Postal 413, Tegucigalpa, D. C. WTD 1/69.

262 Paper mills, products

GERMANY—Printing, offset, writing, thin paper, coated sulphate board, wrapping paper, kraftliner, container board. Request samples, quotations c.i.f. Bremen or Antwerp. Requests replies in German. Heinz Uhlemann KG (distributor, exporter, importer), 6228 Eltville, Walluferstrasse 61. WTD 1/68.

HONDURAS—Special envelopes for X-ray films, similar uses of Manila paper. Exclusive representation. Representaciones Jorge Abrego G., S. de R. L. (manufacturers' representative),

Apartado Postal 413, Tegucigalpa, D.C. WTD 1/69.

264 Converted paper, paperboard products

SWEDEN—Paper novelties. Agency and direct purchase. Borjeson International AB (agent, wholesaler, importer), Sodergatan 14, S-211 34 Malmo. WTD 2/69.

275 Commercial printing

MALAWI—Transfers, printed on material suitable for transferring to shoes, socks. Samples, prices requested. Bata Shoe Co. (Malawi) Ltd. (manufacturer), Makata Rd., P.O. Box 936, Blantyre. WTD 2/69.

282 Synthetic materials

AFGHANISTAN—Transparent plastic sheets for table-cloth. Requests prices c.i.f. Karachi, insurance up to Kabul. Ghulam Dastageer Shaikh Mohammadi S/O H. Ghiasuddin (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

GERMANY—All kinds of raw materials (excluding polyethylene) for plastics industry. Direct purchase and agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, 28 Bremen 1. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

HONG KONG—Polyethylene wallcovering, spunbonded, high density, coated with acrylic; spunbonded high density fabrics. Shewan, Tomes (Equipment) Ltd. (selling agents, wholesaler), P.O. Box 15513. Cable: "FEENIX" Hong Kong. WTD 2/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AFGHANISTAN—Perfumes, toilet articles. Wak Ltd. (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

ISRAEL—Cosmetics, toilet preparations of all kinds. Direct purchase and exclusive representation. Universal Drug & Toilet Distributing Co. (importer, wholesaler, agent), 63 Bar Kochba St., P.O. Box 1402, Tel Aviv. WTD 2/69.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Paints, varnishes, chemical coatings; only outstanding new products. Agency and direct purchase. Schmid, Rhyner AG, Paint and Varnish Factory (agent, manufacturer), 8134 Adliswil. WTD 10/68.

287 Agricultural chemicals

AFGHANISTAN—Agricultural pesticides. Requests prices c.i.f. Karachi, insurance up to Kabul. Rastagar & Co. (importer, exporter, wholesaler), P.O. Box No. 599, Kabul. WTD 2/69.

289 Chemical products

SWEDEN—Metal to metal adhesives for automobile industry. Agency and direct purchase. Geveko Industri AB (manufacturer, wholesaler, agent), Magasinsgatan 3, S-411 18 Goteborg. WTD 1/69.

291 Petroleum refining

AFGHANISTAN—Lubricating oils for cars, heavy duty trucks. Ghulam Dastageer Shaikh Mohammadi S/O H. Ghiasuddin (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

● **KOREA**—Government of the Republic of Korea requests sealed bids in eight copies for lubricating oils, steam cylinder and various types and grades of diesel oil and greases. Estimated quantity, 76,000 Ltr. net of steam cylinder and 231,000 Ltr. net of diesel oils and 8,000 Kg. net. of greases. Bid deadline 14:00 hrs., Mar. 14, (Korean Standard Time.) Bid No., P.R. No. 69-G, INV. No. KFX-9006 N. Office of Supply, Government of the Republic of Korea, Seoul. U.S. Department of Commerce, BDSA-673, Washington, D.C. 20230.★ (Telephone: 202-967-2355).

306 Fabricated rubber products

SOUTH AFRICA—Battery boxes. Requests quotations. First National Battery Co. Ltd. (manufacturer), Settlers Way, Gately, East London, Cape Province. WTD 2/69.

307 Plastic products

● **PAKISTAN**—Supply 1,060,000 linear feet of polyvinyl chloride and asbestos cement water pipe in diameter ¾" through 24" together with necessary fittings, valves and jointing materials (Contract No. DW2-69). Bid deadline is Apr. 3.

Tender documents are available free of cost from the Chairman, Dacca Water Supply and Sewerage Authority, Standard Bank Bldg., 156/157 Motijheel Commercial Area, Dacca-2, East Pakistan: Cable—WASADAC, Dacca, or from Parsons Corp., 156/157 Motijheel Commercial Area, P.O. Box 129, Dacca-2, Cable: "PARSPAKAN," Dacca. Information also available from Parsons Corp., 617 W. 7th St., Los Angeles, Calif. 90017. One copy may be viewed in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

SWEDEN—Plastic novelties. Agency and direct purchase. Borjeson International AB (agent, wholesaler, importer), Sodergatan 14, S-211 34 Malmo. WTD 2/69.

311 Leather tanning, finishing

MALAWI—Leather, black, smooth-sides, for shoe-making; split leather, 2mm to 2.2mm. Samples, prices requested. Bata Shoe Co. (Malawi) Ltd. (manufacturer), Makata Rd., P.O. Box 936, Blantyre. WTD 2/69.

319 Leather goods

SWEDEN—Leather novelties. Agency and direct purchase. Borjeson International AB (agent, wholesaler, importer), Sodergatan 14, S-211 34 Malmo. WTD 2/69.

326 Pottery, related products

FRANCE—Tableware, glassware, kitchen articles, related supplies for hotels, restaurants, snack-bars, institutions, including products of new categories not as yet currently sold in France. Price lists, descriptive literature requested. Direct purchase and agency. Comptoir d'Achat de l'Industrie Hoteliere (dealer), 26 Rue de Saget; 33- Bordeaux, Gironde. WTD 2/69.

ISRAEL—Fine earthenware, all types of kitchen, household utensils, articles. Direct purchase and exclusive representation. Universal Drug & Toilet Distributing Co. (importer, wholesaler, agent), 63 Bar Kochba St., P.O. Box 1402, Tel Aviv. WTD 2/69.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRIA—All types of gaskets for American vehicles, particularly for trucks, army vehicles. Atlas Gesellschaft m.b.H., Eduard Muchitsch & Co. (importer, wholesaler, manufacturers' agent), Maria Theresien-Strasse 32-34, A-1013 Vienna. WTD 9/67.

331 Steel mill products

HONDURAS—Steel pipes, tubes, galvanized and non-galvanized, for water distribution in cities. Honduras Electrica Comercial, S. A. (manufacturers' representative), 4a. Avenida 521, Tegucigalpa, D. C. WTD 2/68.

● **IRAN**—Galvanized pipe, 131,840 kgs. in four diameter sizes: 1"; 1.5"; 2" and 4". Tender #1883/47; bid deadline Apr. 12. Iranian State Railways, Tehran. Copies of tender documents available from the Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

SINGAPORE—Ship plate and angles to Lloyd's or ABS standards for barge construction. Selco, Inc. (ship builders), 65 Jalan Benaan Kapal, Singapore 14. WTD 4/68.

335 Rolling, drawing, extruding of nonferrous metals

● **IRAN**—Supply of various 45,000 meters Protodure underground telephone cables. Bid deadline Apr. 5. Contact Iranian Economic Mission, 2233 Wisc. Ave., NW., Washington, D.C. 20007.

342 Cutlery, hand tools, general hardware

GUATEMALA—Hand, edge tools; plumbers' hand tools. Distribuidora Comercial (importing distributor, retailer), 17 Calle 4-40, Zona 1, Guatemala City. WTD 7/68.

SWEDEN—Tools, automatic and other, to be used within electronic, electric fields. Direct purchase and agency. Owoco, P. Wolkert (agent, importer), 53 Vasterlanggatan, S-111 29 Stockholm. WTD 2/69.

SWITZERLAND—Metalworking hand tools; new products. Direct purchase and agency. Walter Meier Werkzeugmaschinen AG (agent, distributor), Muhlebachstrasse 11, P.O. Box 234, 8024 Zurich. WTD in preparation.

343 Heating apparatus, plumbing fixtures

GERMANY—Accessories and plumbing fixtures for residential central heating systems (gas, oil and coal fired). Requests price quotations on basis c.i.f. German seaport. Agency. Hans Joachim Rumler (sales agent), 23 Muehlenfeldstrasse, 28 Bremen. WTD 2/69.

GUATEMALA—Bathroom fixtures, kitchen

sinks. Distribuidora Comercial (importing distributor, retailer), 17 Calle 4-40, Zona 1, Guatemala City. WTD 7/68.

VENEZUELA—Incinerators, domestic. Distribution for all of Venezuela. Requests replies in Spanish. Cimaf de Venezuela, C.A. (manufacturer, distributor, sales agent), Edificio La Plancha, Oficina No. 11—Avenidas Quito y Bolivia, Los Caobos, Caracas. WTD 1/69.

344 Fabricated structural metal products

HONDURAS—Aluminum metal frames, doors, windows, etc. Guillermo Lopez Interiano (manufacturer), Fabrica de Mosaicos Palermo, Tegucigalpa, D.C. WTD in preparation.

345 Screw machine products

AUSTRIA—All kinds of screws, bolts for American vehicles, particularly trucks, military vehicles. Atlas Gesellschaft m.b.H., Eduard Muchitsch & Co. (importer, wholesaler, manufacturers' agent), Maria Theresien-Strasse 32-34, A-1013 Vienna. WTD 9/67.

GERMANY—Special connecting elements in metal or plastic; bolts, nuts, rivets, screws; special fasteners, locking screws and locking fasteners; cold formed products. Kurt Ostermeyer (sales agent), 741 Reutlingen, Bodelschwinghstrasse 18. WTD 11/68.

351 Engines, turbines

VENEZUELA—Spare parts for diesel engines. Distribution for entire Venezuela. Requests replies in Spanish. Su Repuesto C.A. (importer, distributor), Edificio Wallis, Puente Soublette, Sur 4, Quinta Crespo, Caracas. WTD 1/69.

352 Farm machinery

AFGHANISTAN—Small farm tractors; plows; fertilizer spreaders; field rotary tillers; seed sprayers; threshing machines; hay rakes. Rastagar & Co. (importer, exporter, wholesaler), P.O. Box No. 599, Kabul. WTD 2/69.

HONDURAS—Grain drying equipment. Comisiones Tropicales, S. de R. L. (manufacturers' representative), 6a. Calle, frente Teatro Palace, Tegucigalpa, D.C. WTD 8/68.

353 Construction, mining, materials handling machinery, equipment

GUATEMALA—Small industrial tractors, lift trucks. Distribuidora Comercial (importing distributor, retailer), 17 Calle 4-40, Zona 1, Guatemala City. WTD 7/68.

HONDURAS—Spare parts for road construction equipment. Used road construction equipment. Comisiones Tropicales, S. de R. L. (manufacturers' representative), 6a. Calle, frente Teatro Palace, Tegucigalpa, D.C. WTD 8/68.

VENEZUELA—Spare parts for tractors. Distribution for entire Venezuela. Requests replies in Spanish. Su Repuesto C.A. (importer, distributor), Edificio Wallis, Puente Soublette, Sur 4, Quinta Crespo, Caracas. WTD 1/69.

354 Metalworking machinery

GERMANY—Precision tools for machine tools, metalworking machinery, cutting tools, twist drills, milling heads, other milling equipment, special tools. Direct purchase and agency. Heinz Rauscher (retailer, wholesaler, importer, exporter, sales agent), 747 Ebingen, Langwatte 45. WTD 2/69.

Muffler tailpipe removing tools to loosen rusted or frozen tailpipes from mufflers; automobile body panel cutters; hand riveting kit including riveting gun, rivets, spacers; brake cylinders surfacing hones with adjustable honing pressure for operation on electric driven hand drills, flexible drive shaft, two-three changeable stones. Direct purchase and agency. Gabsteiger & Co., KG (importer, wholesaler, agent, distributor), 2000 Hamburg 22, Schellingstrasse 10. WTD 6/67.

● **INDIA**— Supply of cutting and measuring tools including: 500 parallel shank twist drills of HSS steel, 70 sets metric thread rolling dies, 1,200 high carbon steel jeweller files, 5 electromagnetic chucks, 3 pneumatic screw drivers, 600 thread ring gages for metric threads, micrometers, calipers, dial gage indicators, Tender No. NK/MP/10/(824)/Global/T-72 through 81.

Bid deadlines, March 28 through April 8. Specifications based on USSR Standards, Hindustan Aeronautics Ltd., Nasik Div., Ozar, Niphad Thaluka.★ (Telephone: 202-967-5652).

SWITZERLAND—Machine tools, especially newly developed products; numerically controlled machine tools. Direct purchase and agency. Walter Meier Werkzeugmaschinen AG (agent, distributor), Muhlebachstrasse 11, P.O. Box 234, 8024 Zurich, Switzerland. WTD under preparation.

355 Special industry machinery

GERMANY—All types of machinery, equipment for plastics processing industry. Direct purchase and agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, 28 Bremen 1. WTD in preparation.

GUATEMALA—Green coffee hulling machinery, small, hand-operated, electrical or diesel-operated. Distribuidora Comercial (importing distributor, retailer), 17 Calle 4-40, Zona 1, Guatemala City. WTD 7/68.

NEW ZEALAND—One machine for shredding, pulping office files. Mr. James Parnell, Office of the Engineer-in-Chief, General Post Office, Wellington.

356 General industrial machinery

AFGHANISTAN—Diesel water pumps used on farms to draw water for irrigation. Rastagar & Co. (importer, exporter, wholesaler), P.O. Box No. 599, Kabul. WTD 2/69.

FRANCE—Gas turbine compressor units; computers; mass flow meters; pneumatic weight testers (for checking differential pressure recorders); gas leak-detectors, related equipment for utilization by company engaged in transmission, distribution of natural, liquefied petroleum gas. Descriptive literature, price lists requested. Societe Nationale des Gas du Sud-Ouest (distributor), 49 Avenue Dufau; 64-Pau, Basses-Pyrenees. WTD 12/68.

GERMANY—Packaging and wrapping machines for all types of industries. Direct purchase and agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, 28 Bremen 1. WTD in preparation.

GHANA—Water filters for domestic, industrial purposes. Mr. Eric B. Bosteen, Managing Dir., Danafco Ltd. (manufacturers' representative), P.O. Box 5260, Accra, Ghana. WTD under preparation.

VENEZUELA—Purifiers for sewages. Distribution for all Venezuela. Requests replies in Spanish. Cimaf de Venezuela, C.A. (manufacturer, distributor, sales agent), Edificio La Plancha, Oficina No. 11, Avenidas Quito y Bolivia, Los Caobos, Caracas. WTD 1/69.

357 Office, computing, accounting machines

AFGHANISTAN—Dictaphones, all sizes. Wak Ltd. (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

SWEDEN—Teaching machines. Agency and direct purchase. Borjeson International AB (agent, wholesaler, importer), Sodergatan 14, S-211 34 Malmo. WTD 2/69.

358 Service industry machines

FRANCE—Commercial food products machinery for use in hotels, cafeteria, restaurants, institutions, collectivities, such as meat choppers and grinders; fryers; juice extractors; automatic beverage, food dispensers; infra-red

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

grills; refrigerated display counters, other categories of light- and medium-duty automatic machines. Price lists, descriptive literature requested. Direct purchase and agency. Comptoir d'Achat de l'Industrie Hoteliere (dealer), 26 Rue Saget; 33- Bordeaux, Gironde. WTD 3/69.

361 Electrical transmission, distribution equipment

GERMANY—Electronic measuring, indicating instruments; level controls, depth indicators, similar instruments for oil heating equipment. Direct purchase and exclusive agency. Afriso Euro-Index (manufacturer, importer, exporter), 7129 Gueglingen, Strombergstrasse 20. WTD 6/68.

Electric switches, low voltage, preferably 220 V, for electric household equipment, small machine tools. Direct purchase and agency. Quotations c.i.f. German seaport preferred. Georg E. Duennemann (sales agent, distributor), 28 Bremen, Altenwall 24. WTD 2/69.

● **GREECE**—Supply and install 380 Kv transmission line from Ptolemais to Thessaloniki. The Tender, No. DMKM-32 will be conducted in two phases.

Phase I—bidders must submit by Mar. 26, in a sealed envelope, qualification documents. Phase II—those found by PPC to qualify will submit bidding proposals by June 18. Specifications available after Feb. 22 from the Public Power Corp., Directorate of Procurement, Room 709, 83-85 Academias St., Athens, Greece.

SWEDEN—Oscilloscopes, transistorized; stroboscopes; voltmeters and volt-ohm milliammeters. Electronics Center AB (agent, manufacturer), Fersens vag 7, S-211 42 Malmo. WTD 10/68.

● **THAILAND**—Supply 122,500 units, connector single top, compression type, "H" frame or figure '3', for copper to aluminum and aluminum to aluminum connector. Tender No. MEA-PSD-147 bid deadline Mar. 21. Metropolitan Electricity Authority, Purchase and Stores Div., 121 Chakraphet Road, Bangkok, Thailand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, 14th & Constitution Avenue, NW., Washington, D.C. 20230.★ (Telephone: 202-967-4241).

362 Welding electrodes

● **BURMA**—Supply of welding electrodes including: 37,500 feet of eight S.W.G. Ferrospeed type and 16,700 ft. of six S.W.G. Ferrospeed type electrodes. Tender No. MEIC/B.RLYS/13(T)125(ML)68.69, bid deadline Mar. 17. The Chairman, Union of Burma, Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-5652).

363 Household appliances

AFGHANISTAN—Hand-operated sewing machines. Ghulam Dastageer Shaikh Mohammadi S/O/H. Ghiasuddin (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

GERMANY—Electric space heaters for residential use (220 volts, A.C.), including complete units which have heat storage capability. Requests price quotations c.i.f. German seaport. Hans Joachim Rumler (sales agent), 23 Muehlenfeldstrasse, 28 Bremen. WTD 2/69.

All kinds of electric household appliances (220 volts A.C., 50 cycles). Price quotations c.i.f. German seaport. Direct purchase and exclusive representation. Rudolf Ahlemann (wholesaler), 72 A Arsterdamm, P.O. Box 1012, 28 Bremen. WTD 2/69.

364 Electric lighting, wiring equipment

AFGHANISTAN—Rotating lights for roofs of emergency vehicles. Wak Ltd. (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

GERMANY—Insulating materials, including mica, for use with motors, transformers. Direct purchase and agency. Quotations c.i.f. German seaport preferred. Georg E. Duennemann (sales agent, distributor), 28 Bremen, Altenwall 24. WTD 2/69.

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"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

HONDURAS—Electrical devices such as switches, switch cases, sockets, etc. Exclusive representation. Comisiones Tropicales, S. de R. L. (manufacturers' representative), 6a. Calle, frente Teatro Palace, Tegucigalpa, D. C. WTD 8/68.

365 Radio, television receiving sets

AFGHANISTAN—Magnetic tapes, blank and pre-recorded, both on reels, in casettes. Hamidi Dept. Stores (retailer), Jade Maiwand, Kabul. WTD 6/68.

GERMANY—Amplifiers, with or without loudspeaker boxes, for music bands. Direct purchase and agency. Quotations c.i.f. German seaport preferred. George E. Duennemann (sales agent, distributor), 28 Bremen, Altenwall 24. WTD 2/69.

366 Communication equipment

AFGHANISTAN—Electronic communication devices for transmission of documents. Wak Ltd. (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

SWEDEN—Electric alarm, signal systems, devices, residential type. Direct purchase and agency. Technical Products (retailer, importer), Stig Norberg, 9 Liegatan, S-724 67 Vasteras. WTD 2/69.

367 Electric components, accessories

GERMANY—Capacitors (condensers), including ceramic disc, for radio, television, EDP equipment; micro switches for industrial machinery. Direct purchase and agency. Quotations c.i.f. German seaport preferred. Georg E. Duennemann (sales agent, distributor), 28 Bremen, Altenwall 24. WTD 2/69.

PORTUGAL—Oscillating, rectifying industrial electron tubes for use in welding apparatus. Direct purchase and agency. Fernando Begonha-Importacao e Exportacao, S.A.R.L. (importer, wholesaler, agent), 400-1° Rua Formosa, Oporto. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

AFGHANISTAN—Used and rebuilt auto parts. Wak Ltd. (wholesaler, importer), P.O. Box No. 630, Kabul. WTD 8/68.

AUSTRIA—Two modern air-conditioned motor coaches of latest design for overland tourist travel. Trial order for re-export to an East-European country; requests technical literature, price quotations c.i.f. European port. Redium Ges.m.b.H. (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

PHILIPPINES—Truck spare parts. Sen Hing Trading (importer, wholesaler), 912 Gandara St., Manila. WTD 1/69.

379 Transportation equipment

AFGHANISTAN—Farm wagons, trailers. Rastagar & Co. (importer, exporter, wholesaler), P.O. Box No. 599, Kabul. WTD 2/69.

381 Engineering, laboratory, scientific & research instruments

● **BURMA**—Supply of theodolites, levels, level staffs, pentagonal prisms, plumbing rods, staves, etc. Tender No. MEIC/BR/9(T)23-(E)68-69, bid deadline Mar. 17. Requested by the Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Manometers for indication of fluid levels for oil tanks; other instruments applicable to oil, gas heating field. Direct purchase and exclusive agency. Afriso Euro-Index

(manufacturer, importer, exporter), 7129 Gueglingen, Strombergstrasse 20. WTD 6/68.

HONDURAS—Water meters. Exclusive representation. Honduras Electrica Comercial, S. A. (manufacturers' representative), 4a. Avenida 521, Tegucigalpa, D.C. WTD 6/68.

ITALY—L.P.G. (liquid phase) meters. C.E.R.I. Commercio e Rappresentanze Industriali S.r.l. (distributor, manufacturer), Via Pier Capponi 13, 20145 Milano. WTD 12/68.

PORTUGAL—Scale drawing machines. Frapil-Construcoes e Montagens Electricas, S.A.R.L. (manufacturer), Apartado #20, Aveiro. WTD in preparation.

384 Surgical, medical, dental instruments

● **AFGHANISTAN**—Supply of large and various quantities of 273 items of medical, surgical, laboratory, and chemical supplies and equipment for the Afghan Medical Depot. Bid deadline not indicated. Requested by, and terms and specifications available from, Dr. Salahuddin Weiss, Pres., General Medical Depot, Kabul, Afghanistan.

A list of the items, but not the specifications, are available to interested firms on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **CONGO** (Kinshasa)—Supply of large quantities of medical and hospital equipment for the Ministry of Health, including: one million microscope slides, 22 x 20 mm.; 2,000 pairs gloves; 3,000 buckets; 30,000 thermometers; 1,100 scales, 15 kg. and 125 kg. max.; 1,500 stethoscopes, chrome plated binocular, and ordinary aluminum; 4,000 syringes; 4,000 pipettes; 130,000 various sizes sterile catgut; 70,000 tubes; 2,500 urinals; and many more items. Tender No. 65/69, bid deadline March 25.

Conditions and specifications in French. Correspondence preferred in French. Requested by Republique Democratique du Congo, D.C.M.P., Depot Central Medico-Pharmaceutique, BP.1497, Kinshasa 1, Congo.

Specifications available on loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

386 Photographic equipment

AFGHANISTAN—Microfilm reader printers. Wak Ltd. (importer, wholesaler), P.O. Box No. 630, Kabul. WTD 8/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

394 Toys, amusement, sporting goods

GERMANY—Fishing tackle, equipment; archery equipment; other sporting, athletic goods. Direct purchase and agency. Sportimpex (importer, wholesaler, distributor), Sybille Rasmussen, 2000 Hamburg 20, Heilwigstrasse 39. WTD 7/68.

396 Costume jewelry, novelties, buttons, notions

MALAWI—Eyelets for canvas boots and shoes. Samples and prices requested. Bata Shoe Co. (Malawi) Ltd. (manufacturer), Makata Rd., P.O. Box 936, Blantyre. WTD 2/69.

399 Manufacturing industries

MALAWI—Natural sea shells. Contacts with dealers requested. Mr. Sergio Cesari, Bata Shoe Co. (Malawi) Ltd. (manufacturer), Makata Rd., P.O. Box 936, Blantyre. WTD 2/69.

593 Antique, secondhand stores

AFGHANISTAN—Used clothing. Ghulam Dastageer Shaikh Mohammadi S/O H. Ghiasuddin (importer, wholesaler), Serai Hazargul, Kabul. WTD 6/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

SPAIN—Canned meat products. Ignacio Palacios, S.A. (distributor), Raimundo Fdez. Villaverde 45, Madrid (3). WTD 1/69.

251 Household furniture

SWITZERLAND—All kinds of household furniture for living, dining, bedrooms. Interested in first class quality as well as furniture at low prices. Tinguely Ameublements SA (agent), Route de Riaz 14, 1630 Bulle. WTD in preparation.

281 Industrial chemicals

ITALY—Dispersible pigments to be used to color polyurethane foams. Marbo S.a.s. (manufacturer, representative), Via C. Pisacane, 20016 Pero (Milano). WTD 7/68.

SWITZERLAND—Organic, inorganic chemicals for industrial applications. Von Baerle & Co. AG (agent), 4142 Munchenstein. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ITALY—Surface active agents, finishing agents; Sulfonated oils and assistants; assistants, textile and leather processing; emulsifiers; finishing agents, textile and leather; textile processing assistants; textile scouring compounds and wetting agents. Aldo Garzanti S.a.s. (distributor, representative), Via Tito Speri 8, 20154 Milan. WTD 12/68.

285 Paints, varnishes, lacquers, enamels

ITALY—Special varnishes for pieces molded with polyurethane foams such as arm rests, crash-pads for automobiles. Marbo S.a.s. (manufacturer, representative), Via C. Pisacane, 20016 Pero (Milan). WTD 7/68.

289 Chemical products

ITALY—Miscellaneous chemical products such as essential oils, eucalyptus oil, fire retardant chemicals, peppermint oil, spearmint oil, stencil correction compounds. Aldo Garzanti S.a.s. (distributor, representative), Via Tito Speri 8, 20154 Milan. WTD 12/68.

333 Primary smelting, refining of nonferrous metals

SPAIN—Copper: electrolytically refined or refined by a thermal process, forgeable, ductile, malleable and useful for its being worked mechanically. Lopez Membiela, S.L. (distributor), Payo Gomez 18, La Coruna. WTD 1/69.

343 Heating apparatus, plumbing fixtures

SWITZERLAND—Nozzles and sprays for any industrial, commercial applications (except for diesel engines). Dahinden AG, Dusen & Apparatebau (agent, manufacturer), Bahnhofstrasse 17, 6020 Emmenbrucke. WTD 2/69.

349 Fabricated metal products

MOROCCO—Foil, gold and silver for embossing on shoes, leatherworks, etc. Exclusive agency. Quotations c.i.f. Casablanca. C.O.T.I.C.O. (importer, distributor), 31, Blvd. Hassan Seghir, Casablanca. WTD 2/69.

352 Farm machinery

GERMANY—Power lawn mowers, electric or gasoline driven, also manually operated. Price quotations c.i.f. German port preferred. Requests replies in German. Georg Hagens (sales agent), 28 Bremen, Huetzelstr. 30. WTD in preparation.

ITALY—Maize and rice driers, movable on wheels. Requests replies in Italian. Acmea S.a.s. (distributor, representative), Corso Porta Nuova 11, 37100 Verona. WTD 2/69.

353 Construction, mining, materials handling machinery, equipment

MOROCCO—Mining and construction equipment, machinery: crawler and wheel-mounted tractors, 5 cu. yd. to 30 cu. yd.; draglines, excavators, h.d. off-highway trucks, scrapers, power shovels, road making machinery, mine belting conveyors including roller and bucket type, fork lift trucks. Exclusive agency. Quotations c.i.f. Casablanca. Sicoma (importer, agent), 82-84, Rue Dumont d'Urville, Casablanca. WTD 1/69.

THAILAND—Concrete mixers, vibrators. Exclusive agency. Catalogs, price lists requested. Damrong Machine Tool Co., Ltd. (importer,

distributor), 422-424 Worachak Rd., Bangkok 1. WTD in preparation.

354 Metalworking machinery

GERMANY—Precision machine tools, preferably advanced technology. Ferro-Merkuria Industriehandel GmbH (sales agent, wholesaler), 6 Frankfurt am Main, Blumenstr. 12. WTD 2/69.

ISRAEL—Garage equipment, power tools, tire repair materials, lubricating equipment. Danimpex Ltd. (importer, exporter, commission agent), P.O. Box 2411, Ramat-Gan. WTD in preparation.

SPAIN—All classes of automotive maintenance equipment; tools, equipment used in auto repair shops. Ignacio Palacios, S.A. (distributor), Raimundo Fdez. Villaverde 45, Madrid (3). WTD 1/69.

355 Special industry machinery

ITALY—Citrus processing, canning machinery, equipment. BRE-RA, Brevetti & Rappresentanze, s.r.l. (agent, importer), 47, Via Cervignano, 95129 Catania. WTD 1/69.

MOROCCO—Machine tools and parts, miscellaneous hand tools for shoe manufacturing, related activities; accessories such as rivets, eyelets, hooks, buckles, fasteners, snap-fasteners, fancy fittings; leather embossing machinery for embossing gold, silver foil on shoes, leatherworks. Exclusive agency. Quotations c.i.f. Casablanca. C.O.T.I.C.O. (importer, distributor), 31, Blvd. Hassan Seghir, Casablanca. WTD 2/69.

VENEZUELA—Ice cream manufacturing machinery. Agency for all of Venezuela. Distribuidora Lido, C.A. (importer, distributor, sales agent), Apartado No. 3914—Caracas, Torre a Veroes No. 6—Caracas. WTD 2/69.

356 General industrial machinery

AUSTRIA—Pumps for use in chemical, pharmaceutical, food industries. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG. (selling agent, exporter), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

ITALY—Equipment to spray polyester resins, fiberglass, Marbo S.a.s. (manufacturer, representative), Via C. Pisacane, 20016 Pero (Milan). WTD 7/68.

THAILAND—Automotive air compressors for tire pressure pumping; water pumps, pistol type. Exclusive agency. Catalogs, price lists requested. Damrong Machine Tool Co., Ltd. (importer, distributor), 422-424 Worachak Rd., Bangkok 1. WTD in preparation.

357 Office, computing, accounting machines

MOROCCO—Typewriters, calculating, accounting machines, all types of office machines. Exclusive agency. Quotations c.i.f. Casablanca. Pegasus International (importer, agent), 111, Rue Dumont d'Urville, Casablanca. WTD 10/68.

THAILAND—Duplicators. Requests catalogs, C & F prices. Exclusive agency. Philip & Thomas Import-Export Co., Ltd. (importer, exporter), 830 Wang Burapa, Bangkok. WTD 7/68.

358 Service industry machines

GERMANY—Complete air conditioning units for residential use (220 volts a.c., 50 cycles). Requests price quotations on basis c.i.f. German seaport. Hans Joachim Rumler (sales agent), 23 Muehlenfeldstrasse, 28 Bremen. WTD 2/69.

SWITZERLAND—Refrigeration compressors, condensing units, parts, for refrigeration and air-conditioning. Kuhlanlagen Universal AG (importer, assembler), Hofackerstrasse 13, 8032 Zurich. WTD 10/68.

VENEZUELA—Soda fountain equipment, machines; except furniture, refrigerators. Agency for all of Venezuela. Distribuidora Lido, C.A. (importer, distributor, sales agent), Apartado No. 3914-Caracas, Torre a Veroes No. 6, Caracas. WTD 2/69.

362 Electrical industrial apparatus

AUSTRIA—Electronic controls, accessories for industrial use. Exclusive agency for Austria, East Europe. Ing. Richard Bickel OHG. (selling agent), Jasomirgottstrasse 6, A-1010 Vienna. WTD 2/69.

SWITZERLAND—Electric, electronic controls for machine tools, industrial processes. Keltron AG (manufacturer, importer, distributor), Ifangstrasse 91, 8153 Ruemlang. WTD 2/69.

THAILAND—Electric motors, two types: single phase, 110/220 volts; three phase, 220/380 volts; portable generators, a.c., 1 kw to 100 kw. Catalogs, price lists requested. Damrong Machine Tool Co., Ltd., (importer, distributor), 422-424 Worachak Road, Bangkok 1. WTD in preparation.

363 Household appliances

GERMANY—New types of electrical household appliances, 220 volts, a.c., 50 cycles. Price quotations c.i.f. German port preferred. Requests replies in German. Georg Hagens (sales agent), 28 Bremen, Huetzelstr. 30. WTD in preparation.

364 Electric lighting, wiring equipment

NETHERLANDS—Seven way connectors, junction boxes for trailers, semi-trailers. Representation for Benelux area. Metaalcompagnie "Brabant" N.V. (distributor, importer, exporter), 137 Aalsterweg, or P.O. Box 551, Eindhoven. Attn. Mr. W. A. M. Knufman. WTD 2/69.

SWITZERLAND—Small plugs, electrical conductors, related products for electric and electronic apparatus; insulation materials except glass, porcelain. Otto Pfenninger AG (agent, distributor), Dufourstrasse 56, 8008 Zurich. WTD in preparation.

366 Communication equipment

THAILAND—Transceivers, output 5 to 150 watts for military communications. Requests catalogs and C&F prices. Exclusive agency. Philip & Thomas Import-Export Co., Ltd. (importer, exporter), 830 Wang Burapa, Bangkok. WTD 4/68.

367 Electronic components, accessories

SWITZERLAND—Electronic components, similar products for manufacture of electronic, electrotechnical apparatus; harnessing aids. Otto Pfenninger AG (agent, distributor), Dufourstrasse 56, 8008 Zurich. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

JAPAN—Automotive accessories. Seeks contact with buying agent based in Los Angeles-Long Beach area. Daiho Sangyo Co., Ltd. (wholesaler, exporter, importer), 1-5 Minami 1-chome, Oyodo-ku, Osaka. WTD 2/69.

NETHERLANDS—Mechanical or hydraulic, fifth wheel lifting units for trucks, piggy-back type, for handling container trailers; brake chambers with diaphragm; hubodometers for trailer kilometerage control. Representation for Benelux area. Metaalcompagnie "Brabant" N.V. (distributor, importer, exporter), 137 Aalsterweg, or P.O. Box 551, Eindhoven. Attn. Mr. W. A. M. Knufman. WTD 2/69.

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—Laboratory equipment for use in textile industry. Exclusive representation for Austria, Yugoslavia, Poland, Czechoslovakia, Hungary, Bulgaria. Richard Vlasek, Ost-West Industrie-Vertretungen (selling agent), Darnautgasse 13, A-1120 Vienna, P.O. Box 73. WTD 2/69.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRIA—Industrial process instruments, controls for use in textile industry. Exclusive representation for Austria, Yugoslavia, Poland, Czechoslovakia, Hungary, Bulgaria. Richard Vlasek, Ost-West Industrie-Vertretungen (selling agent), Darnautgasse 13, A-1120 Vienna, P.O. Box 73. WTD 2/69.

SOUTH AFRICA—Electrical control equipment, including thermostats, humidistats, other related items suitable for heating, ventilation, air conditioning. Local representation with a view to later manufacture under license. The Durban Falkirk Iron Co. (Pty.) Ltd. (manufacturer), P.O. Box 4, Jacobs, Durban, Natal. WTD in preparation.

THAILAND—Grain stem hygrometer. Requests catalogs, C & F prices. Exclusive agency. Philip & Thomas Import Export Co., Ltd. (importer, exporter), 830 Wang Burapa, Bangkok. WTD 4/68.

395 Pens, pencils, office, artists' materials

MOROCCO—Lead pencils, pencils and pencil parts, pens and pen parts: fountain, stylographic or ball point. Exclusive agency. Quotations c.i.f. Casablanca. Pegasus International (importer, agent), 111, Rue Dumont d'Urville, Casablanca, WTD 10/68.

399 Manufacturing industries

MOROCCO—All types of novelties, gadgets for use in commercial offices, including desk accessories. Exclusive agency. Quotations c.i.f. Casablanca. Pegasus International (importer, agent), 111, Rue Dumont d'Urville, Casablanca. WTD 10/68.

VENEZUELA—Novelties, advertising novelties in general. Agency for all of Venezuela. Distribuidora Lido, C.A. (importer, distributor, sales agent), Apartado No. 3914—Caracas, Torre a Veroes No. 6—Caracas. WTD 2/69.

Leads for Importers

Commodities are offered direct unless specified

302 Rubber footwear

FRANCE—Footwear (rubber and pvc) for men, women, including molded boots, ankle-boots, safety bootees, half-boots; related articles such as footwear for sports, farm work. Wholesale exportation direct to importers. Descriptive leaflets in French available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Baudou (manufacturer, exporter), 33- Les Eglisottes, Gironde. WTD 6/68.

306 Fabricated rubber products

ISRAEL—Maritime safety equipment; life jackets, related sea-rescue products. A. Goren Ltd. (importer, exporter, manufacturer), Shlavim St., 20, Central Bldg., Jaffo, Israel. WTD in preparation.

307 Plastic products

FRANCE—Water-softeners and purifiers, small, portable and others, for kitchen use; water-closets, allied sanitary equipment, portable and others for home use, trailers, camps; fluorescent bowls, ornamental fountains, indoor use; plastic articles. Wholesale exportation; direct or through agents. Descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Derouineau (Ets. R.) (manufacturer, wholesaler, exporter), Moulin de Pelissey; 33-Gradignan, Gironde. WTD 2/69.

Brazilian concern invites prequalification bids on hydroelectric project

Centrais Eletricas de Minas Gerais S.A. (CEMIG) will receive at its main office—Rua Itambe, 114, Belo Horizonte, M.G., Brazil, not later than 4 p.m., Apr. 30, applications for prequalification of bidders for the manufacture and delivery of the permanent plant equipment for the Jaguara Hydroelectric Development on the Rio Grande. Operation of the equipment is required late in 1970.

CEMIG has an IBRD loan and it is intended that proceeds from this loan will be applied for payments involved in this prequalification. Applicants for prequalification must be from country members of that Bank or from Switzerland.

Equipment to be delivered is classified according to the following groups: U—Steel hatch covers, floors, trap-doors, etc.; V—Electric forklifter two metric tons rated capacity, four meter maximum elevating height; W—Machine tools for mechanical workshop for maintenance of the power plant equipment: 900 mm stroke-shaper, engine lathes with 1,500 to 3,000 mm between centers and 370 mm nominal swing, radial drill for works up to 3,000 mm in diameter and twist drills up to 50 mm, vertical drilling machine for drills up to 38 mm, bench drilling machine for drills up to 13 mm, power hacksaw with mechanical or hydraulic transmission, with adjustable stroke for works up to 250 mm across, other related equipment; X—Complete installation for purification and regeneration of lubricating and insulating oils; Y—Passenger and freight elevator, 1,500 kg rated capacity. Only companies with technical assistance in Brazil will be considered for application; Z—Control cables, single and multiconductor cables for lighting and power distribution, for voltage ratings between 600 V and 13.8 kV. Conductor size range from n° 14 AWG to 4/0 AWG, thermo plastic or rubber insulated; AA—Automatic telephone center, complete with all telephone apparatuses, equipped with "staff call system" and audio-visual signalization; AB—Materials for automatic fire protection systems: Pipes in several dimensions, valves and pipe fittings, fire alarm system and control equipment, such as automatic sprinklers, smoke detectors, water flow indicators, pressure gauges, pressurestats, spray nozzles, water pumps and tanks, fire resisting doors, fire hydrant equipment and fire extinguishers, accessories; AC—Shunt capacitors, tropical climate type, for outdoor installation in banks of 10 to 50 MVAR, connected to networks with voltages from 13,2 up to 138 kV.

Specific requirements for prequalification may be obtained from Mr. Fred J. Huber, Lynch, Wilde and Co., Inc., 1346 Connecticut Ave., Washington, D.C. 20036.

Visiting Buyers and Officials

ARGENTINA—Mr. & Mrs. Gabriel Levy, architects, Ecuador 275, 4th floor, Apt. A, Buenos Aires, **interested in contacting appropriate U.S. firms to negotiate the adoption of a radical new design for suburban housing and in selling to an American firm the patent rights for a unique multipurpose display system composed of interchangeable metal elements.** Mar. 15 via Washington, D.C. for two months. c/o Joseph Ashkenazy, 814 Tayer Ave., Silver Spring, Md. 20910. Itinerary: Washington, New York. WTD in preparation. (see file 1724, p. 25, INTERNATIONAL COMMERCE, Feb. 24).

ENGLAND—John Dawson, Mgr., Interlec Packaging (Division of Wessex Electronics Ltd.), Royal London Bldgs., Baldwin St., Bristol 1, **interested in representing U.S. companies manufacturing printing and packaging materials, converting and packing machinery, converted products from paper, board, and plastic.** Mar. 12 via New York for 16 days. c/o Dept. of Commerce New York Field Office. Itinerary: 3/12, 13 New York; 3/14-16 Los Angeles; 3/17-20 San Francisco; 3/21-27 New York. WTD Wessex Electronics Ltd. 10/68.

FINLAND—Per-Edvin Amnell, Jaakko Poyry & Co., P.O. Box 30028, Helsinki 30, **interested in forest industries such as lumber, plywood, veneers, pulp products and marketing of forest products in U.S., survey of potential U.S. markets for South American forest products.** Mar. 15 via Miami for three weeks. c/o Consulate General of Finland, 200 E. 42nd St., New York, N.Y. 10017. Itinerary: Miami, New Orleans, Chicago, New York, Baltimore, Norfolk, New York. WTD 1/69.

INDIA—C. R. Shah, Proprietor, Champaklal & Co., 272 Narsi Natha St., Bhat Bazar, Bombay 9, **interested in contacting U.S. importers of curios, novelties, handloom and millmade textiles, costume jewelry, in contacting department stores or large importers who may wish to have a resident buying agent in India, and in offering facilities in the Kandia Free Trade Zone** where he would import U.S. products in bulk, repack and export to nearer destinations in the Middle East, Africa, South-East Asia. March 15 via New York for four months. c/o Kishore M. Dave, 245 W. 74th St., New York, N.Y. 10023. Itinerary: New York, Washington, San Francisco, Chicago, Honolulu. WTD in preparation.

SUDAN—Sulaiman Awad Ali Shoaib, Man. Dir. Shikan Cola Mineral Water Factory, P.O. Box 998, Omdurman, and Anatole C. Ungurian, Director, Congo AG, 46 Rotbnchstr., Zurich, 2H Switzerland, **interested in meeting U.S. bottlers and packagers of soft drinks, manufacturers of cola and other concentrates to explore possibilities of American-Sudanese-Swiss joint venture to supply American concentrates to bottlers in Middle Eastern and African counties, and requesting technical information on new techniques of bottling and packaging.** Mar. 15 via New York for two weeks. c/o Union Bank of Switzerland, 14 Wall St., New York, N.Y. 10005. Itinerary: New York, Baltimore, Washington, Chattanooga. WTD on Shikan Cola Mineral Water Factory in preparation.

SWITZERLAND—Walter P. Eggimann, Gen. Mgr., Paul Eggimann AG, Alte Landstr. 32, 8800 Thalwil, **interested in representing in Switzerland U.S. firms manufacturing pharmaceuticals, cosmetics, household detergents and products;** offers manufacturing rights to U.S. prospective licensees for Make-Ex aerosol canned cleansing cream. March 8 via New York for three weeks. c/o Hotel Americana, 801 7th Ave., New York, N.Y. 10019. Itinerary: New York, other cities as required. WTD 2/69 (See File 1720, p. 25, INTERNATIONAL COMMERCE, Feb. 24).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated February unless noted otherwise.

American Firms, Subsidiaries and Affiliates—Denmark.

American Firms, Subsidiaries and Affiliates—Israel, January.

American Firms, Subsidiaries and Affiliates—Taiwan (Republic of China).

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

The Business Machines Market in Austria, 1967. OBR 68-98. 10pp. This report covers the domestic market, imports, exports, foreign trade regulations, and the computer market in Eastern Europe.

The Market for Industrial Heating Equipment in Sweden, 1961-67. OBR 68-101. 9pp. Tables are presented on Swedish production, imports, and exports of industrial heating equipment, the number and kind of furnaces in operation, pig iron production, ingot steel production, and other facts of interest to the U.S. manufacturer.

Establishing a Business in France. OBR. 68-103. 22pp. Investment climate, legislation governing foreign investment, industrial property and copyright protection, employment, taxation, basic economic facilities, and investment information services are covered.

Basic Data on the Economy of Romania. OBR 68-105. 18pp. Information on geography, population, government, structure of the economy, finance, foreign trade, and U.S. regulations is included.

Selling in the Netherlands. OBR 68-106. 14pp. Import channels and requirements, distribution practices, transportation, port and storage facilities, commercial practices, marketing aids, government procurement, entrance requirements for business travelers, and other subjects are covered in this report.

Write: Any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***International Business Man's After Hours Guide to Japan.* By Boye De Mente. Published by the East Asia Publishing Co., Ltd. Tokyo. 1968. 154pp. $1.**

Japan Air Lines is making available this pocket-sized booklet, designed to get the American businessman out of his hotel with confidence during his stay in Japan. The author has written eleven other books about Japan.

Each listing of such places as hotels, restaurants, clubs, Turkish baths, theaters, and stores is accompanied by a small map with Japanese language instructions to show to taxi drivers. The name of each place is written in English and includes the phonetic Japanese pronunciation to further assist the traveler. Services are also listed, such as secretaries, barbers, dentists, tailors, hospitals, and car rental. A short glossary of Japanese phrases is included.

Although the publication concentrates on Tokyo, there are also sections on Nagoya, Osaka, Kobe, and Kyoto.

Write: Japan Air Lines, After Hours Guide, P.O. Box 2721, San Francisco, Calif. 94126.

***Foreign Information Service.* Published by the First National City Bank. New York. 1969. $300 per year.**

Information is assembled on a monthly basis from Citibank officials in more than 130 cities around the world. It is analyzed by Citibank economists who publish the *Monthly Economic Letter.* The material is then supplied to subscribers in the following forms: Annual Summary of Exchange and Foreign Trade Regulations; Flash Bulletins, which update the Annual Summary; Monthly Economic Reports; The Executive Summary; and Special Economic Studies. The Service also provides a protective slipcase containing individual binders for each segment of its publications.

A special three month trial subscription is available for $85.

Write: Foreign Information Service, First National City Bank, 399 Park Ave., New York, N.Y. 10022.

***Handbook on International Public Relations. Volume II.* Prepared by Hill & Knowlton International. Published by Frederick A. Praeger. New York. 155pp. $12.50.**

This is the second and final volume of this guide to developing a public relations program abroad. It tells how to identify with the best interests of the host countries and how to coordinate multicountry efforts.

It analyzes the state of the mass media and the socio-economic climate of each country covered, and examines industry, labor-management, and government relations, as well as financial relations and marketing.

Volume II covers Asia, the Far East, the Middle East, and Latin America. Volume I, covering Western Europe, was reviewed on this page in the Feb. 8, 1968, issue.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***The Financial Post's Survey of Mines 1969.* Published by MacLean-Hunter Publishing Co. Ltd. Toronto. 350pp. $7.**

This is a basic reference source on thousands of Canadian mining companies. It includes pertinent data on their activities in various fields, such as properties held, work under way or planned, directors and officers, and details on production, earnings and dividends. Inactive, predecessor and defunct mining companies are covered in a special section.

General statistical information includes the high and low range of listed shares for the past eight years, details of mineral production, prices of key metals and principal metallic ore milling plants in Canada.

There is also a 32-page map section showing the most active mining areas.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

Guides outline markets in various countries

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

West Germany—Advanced medical equipment.

Scandinavia—Data processing equipment.

Japan—Chemical processing equipment.

United Kingdom—Thermal instruments.

The Netherlands—Advanced shipbuilding, marine & port equipment.

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Calendar *for international traders*

ATLANTA—Mar. 25—Export Trade Symposium, Flemish Suite, Regency Hyatt House, 9 a.m. Sponsors: Commerce Field Office, Pan American World Airways, Small Business Admin., Georgia Dept. of Industry & Trade.

BETHLEHEM, Pa.—Mar. 26—World Trade Club of Lehigh Valley meeting, Holiday Inn East, 6 p.m.

BOSTON—Mar. 27—Foreign Commerce Club of Boston annual meeting, Parker House Roof, 5:30 p.m.

CEDAR RAPIDS, Iowa—Mar. 18—International Trade Bureau meeting, Roosevelt Motor Hotel. Dinner, 7 p.m. Speaker: L. P. Sargent. Topic: Modern Intermodal Traffic. Sponsor: Chamber of Commerce.

CHICAGO—Mar. 19—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Mar. 20—International Trade Club monthly luncheon meeting, LaSalle Hotel, 12:15 p.m.

CHICAGO—Mar. 20—Special Interest Seminar on Imports, LaSalle Hotel, 2:15 p.m. Sponsor: International Trade Club of Chicago.

CLEVELAND—Mar. 26—Basic Export Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m.

DANBURY, Conn.—Mar. 20—Foreign Trade Class, Introduction to World Trade, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

DETROIT—Mar. 20—World Trade Club of Detroit, Pick-Ft. Shelby Hotel, 6 p.m.

DETROIT—Mar. 25—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

HONOLULU—Mar. 19—Export-Import Workshop, Rm. 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Admin. Field Office.

KALAMAZOO, Mich.—Mar. 25—Western Mich. World Trade Club, Inman's Restaurant.

KANSAS CITY—Mar. 18—Meeting for Exporters on CACM, Top of the Tower, 5:30 p.m. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

LOS ANGELES—Mar. 28—Export Expansion Seminar, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Mar. 18—Businessmen's Consultation, **Henry A. Samton, member of Trade Mission to Cameroon, Ivory Coast.** Sponsor: Commerce Field Office.

MEMPHIS—Mar. 18—Dinner Forum on Trade Mission to Ivory Coast & Cameroon, Sheraton Motor Inn. Speaker: **Henry A. Samton, member of Trade Mission.** Sponsors: Commerce Field Office, Memphis World Trade Club.

MEMPHIS—Mar. 19—Export Forum on Canada, New Student Ctr., Memphis State U. Sponsors: Commerce Field Office, REEC, Mid-South Exporters' Roundtable, Memphis State University.

MINNEAPOLIS—Mar. 18—Export Trade Workshop on Methods of Exporting, Rm. B-29, Federal Courts Bldg., 3 p.m. Sponsors: Commerce Field Office, Minn. World Trade Assn., REEC.

MINNEAPOLIS—Mar. 20—Export Seminar on Export Licenses, Rm. B-29, Federal Courts Bldg., 3 p.m. Speaker: **Ken Miller, Commerce Field Office.**

MINNEAPOLIS—Mar. 25—Export Trade Workshop on Locating Overseas Markets & Associates, Room B-29, Federal Courts Bldg., 3 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

NASHVILLE—Mar. 25—Export Workshop on Documentation, Chamber of Commerce. Sponsors: Commerce Memphis Field Office, Chamber of Commerce.

NEW BRITAIN, Conn.—Mar. 19—Foreign Trade Class, Quotation & Documentation, Chamber of Commerce, 7 p.m. Sponsors: Chamber of Commerce, REEC, Commerce Hartford Field Office.

NEW YORK—Mar. 18-19—International Executive Assn. conference, Hotel Statler Hilton. Speaker: **E. E. Schnellbacher, Asst. Director, Bureau of International Commerce.**

NEW YORK—Mar. 20—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m.

NEWARK—Mar. 20—Profits in Exports meeting, Small Business Administration, 970 Broad St. Sponsors: Commerce N.Y. Field Office, N.Y. REEC, Small Business Admin.

PHILADELPHIA—Mar. 18—Foreign Traders Assn. of Phildelphia monthly meeting, Sheraton Hotel, 6:30 p.m. Topic: Marketing in Australia.

PHILADELPHIA—Mar. 20—Philadelphia Chapter, International Advertising Assn. luncheon meeting, Penn Athletic Club, 12 noon.

PORTLAND, Ore.—Mar. 17—Businessmen's Consultation, **Henry E. Miller, member of Trade Mission to Cameroon, Ivory Coast.** Sponsor: Commerce Field Office.

PROVIDENCE—Mar. 18—Annual Rhode Island World Trade Conference, Holiday Inn of Providence.

ST. LOUIS—Mar. 18—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

ST. LOUIS—Mar. 27—Monthly World Trade Club/Credit Assn. joint dinner meeting, Henrici's Bel Air West Motor Hotel, 6 p.m.

STAMFORD, Conn.—Mar. 24—Foreign Trade Class, Introduction to World Trade, Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce, Fairfield County Trust Co.

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